

2007

2007

OVER 850,000
COPIES SOLD

Photographer's Market®

Photo grapher's Market®

WHERE & HOW TO SELL YOUR PHOTOGRAPHS

1,800 listings for magazines, book
publishers, stock agencies and more

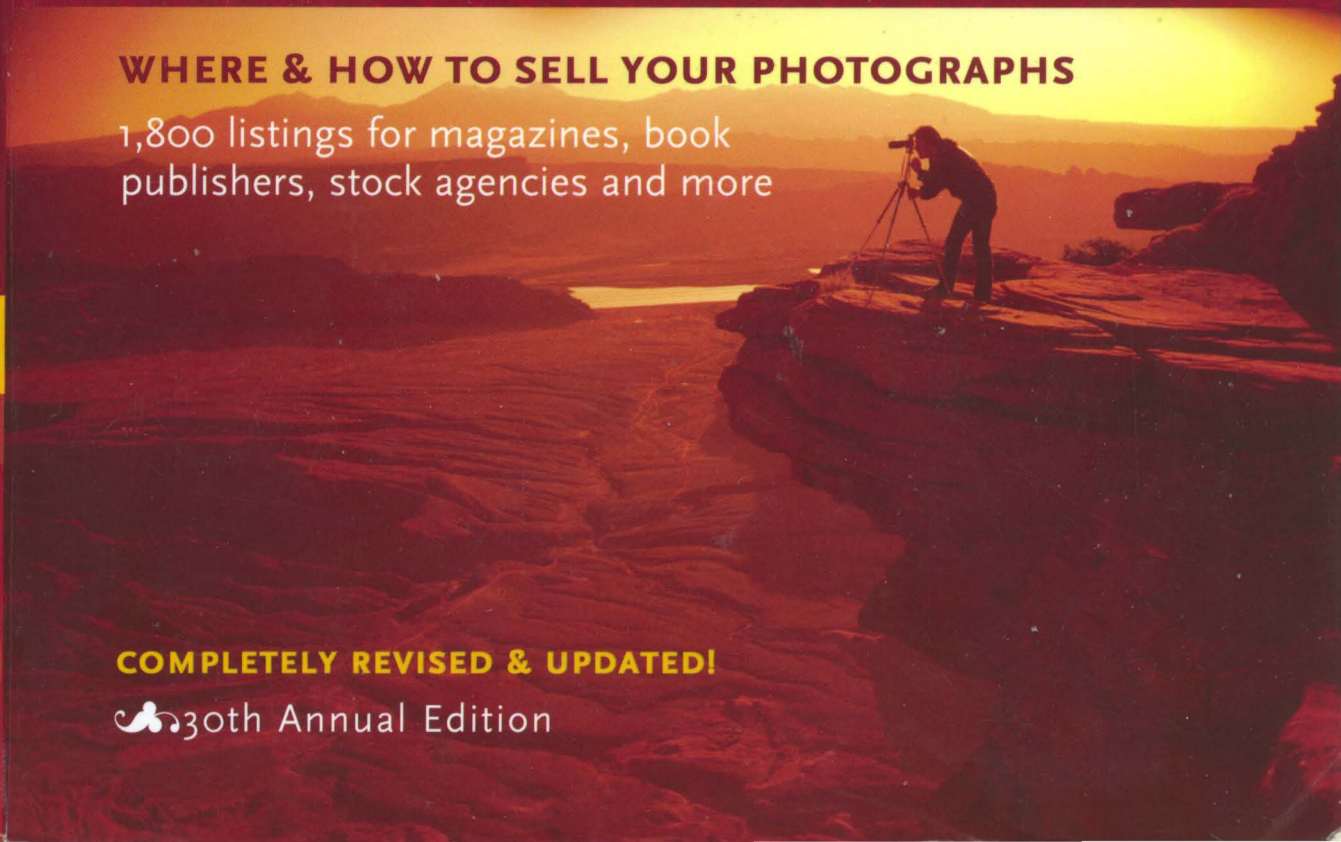
**SELL YOUR
PHOTOS**

POEHNER

W
WRITER'S
DIGEST
BOOKS

COMPLETELY REVISED & UPDATED!

 30th Annual Edition



KEY TO SYMBOLS

-  market new to this edition
-  Canadian market
-  international market
-  accepts submissions in digital format
-  audiovisual market
-  buyer uses only images created on assignment
-  buyer uses only stock images
-  pays \$1-150 average per photo
-  pays \$151-750 average per photo
-  pays \$751-1,500 average per photo
-  pays more than \$1,500 average per photo
-  encourages beginning or unpublished photographers to submit work for consideration; publishes new photographers; may pay only in copies or have a low pay rate.
-  accepts outstanding work from beginning and established photographers; expects a high level of professionalism from all photographers
-  hard to break into; publishes mostly previously published photographers; may pay at the top of the scale.
-  closed to unsolicited submissions
-  this art fair is a juried event: a juror or committee of jurors views applicants' work and selects those whose work fits within the guidelines of the event

(For definitions of words and expressions relating specifically to the photographic industry, see Glossary in the back of this book.)

2007 Photographer's Market®

Donna Poehner, Editor
Erika O'Connell, Assistant Editor



WRITER'S DIGEST BOOKS
CINCINNATI, OH

If you are an editor, art director, creative director, art publisher or gallery director and would like to be considered for a listing in the next edition of *Photographer's Market*, send your request for a questionnaire to *Photographer's Market*, 4700 East Galbraith Road, Cincinnati OH 45236, or e-mail photomarket@fwpubs.com.

Editorial Director, Writer's Digest Books: Jane Friedman
Managing Editor, Writer's Digest Market Books: Alice Pope
Writer's Market Web site: www.writersmarket.com
Writer's Digest Books Web site: www.writersdigest.com
Photographer's Market Web site: www.photographersmarket.com

2007 Photographer's Market. Copyright © 2006 by Writer's Digest Books. Published by F + W Publications, 4700 East Galbraith Road, Cincinnati, Ohio 45236. Printed and bound in the United States of America. All rights reserved. No part of this book may be reproduced in any form or by any electronic or mechanical means, including information storage and retrieval systems, without written permission from the publisher, except by reviewers who may quote brief passages to be printed in a magazine or newspaper.

Distributed in Canada by Fraser Direct
100 Armstrong Avenue
Georgetown, ON, Canada L7G 5S4
Tel: (905) 877-4411

Distributed in the U.K. and Europe by David & Charles
Brunel House, Newton Abbot, Devon, TQ12 4PU, England
Tel: (+44) 1626 323200, Fax: (+44) 1626 323319
E-mail: postmaster@davidandcharles.co.uk

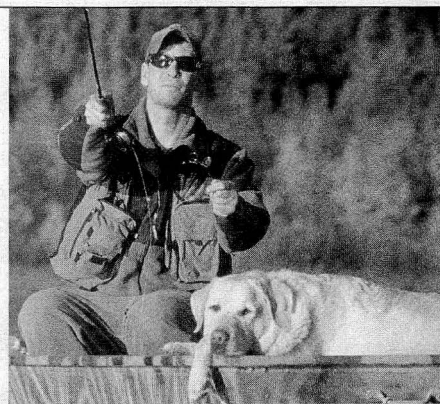
Distributed in Australia by Capricorn Link
P.O. Box 704, Windsor, NSW 2756 Australia
Tel: (02) 4577-3555

ISSN: 0147-247X
ISBN-13: 978-1-58297-428-6
ISBN-10: 1-58297-428-4

Cover design by Kelly Kofron and Claudean Wheeler
Interior design by Clare Finney
Production coordinated by Robin Richie and Kristen Heller

Attention Booksellers: This is an annual directory of F + W Publications.
Return deadline for this edition is December 31, 2007.

Contents



© Thomas Porter

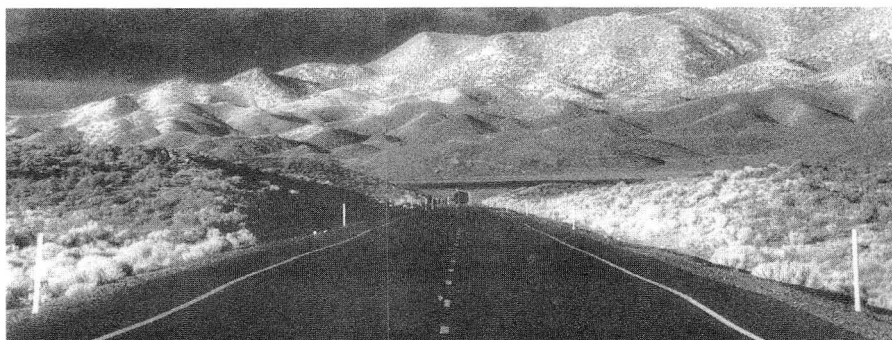
From the Editor	1
Reader Survey: Tell us about yourself!	3

GETTING STARTED

How to Use This Book	
Complaint Procedure	5
Frequently Asked Questions	8
How to Start Selling Your Work	9

ARTICLES & INFORMATION

Running Your Business	
Submitting Your Work	12
Digital Submission Guidelines	13
Using Essential Business Forms	15
Stock List	16
Charging for Your Work	17
Figuring Small Business Taxes	22
Self-Promotion	24
Organizing and Labeling Your Images	27
Protecting Your Copyright	27



© Ron Durham

Bobbi Lane

Creating Unique Portraits,
by Donna Poehner 31

Sean Arbabi

*Lifestyle Photographer Takes His
Business to the Next Level,*
by Donna Poehner 38

MARKETS

Consumer Publications 42



Insider Report

Thomas Porter

*For Canadian photographer,
work is play,*
by Donna Poehner 108

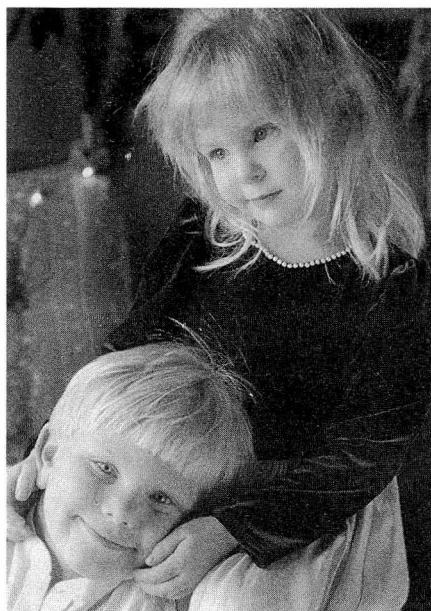
Newspapers & Newsletters 146

Trade Publications 155

Book Publishers 191

Greeting Cards, Posters & Related Products 219

Stock Photo Agencies 232



© Bobbi Lane

**Advertising, Design & Related
Markets** 299

Galleries 320



Insider Report

Vicki Reed

*Black & white photographer
plays with color,*
by Erika O'Connell 352

Art Fairs 389



Insider Report

Ron Durham

*Fine art photographer
garners sales at art fairs,*
by Donna Poehner 412

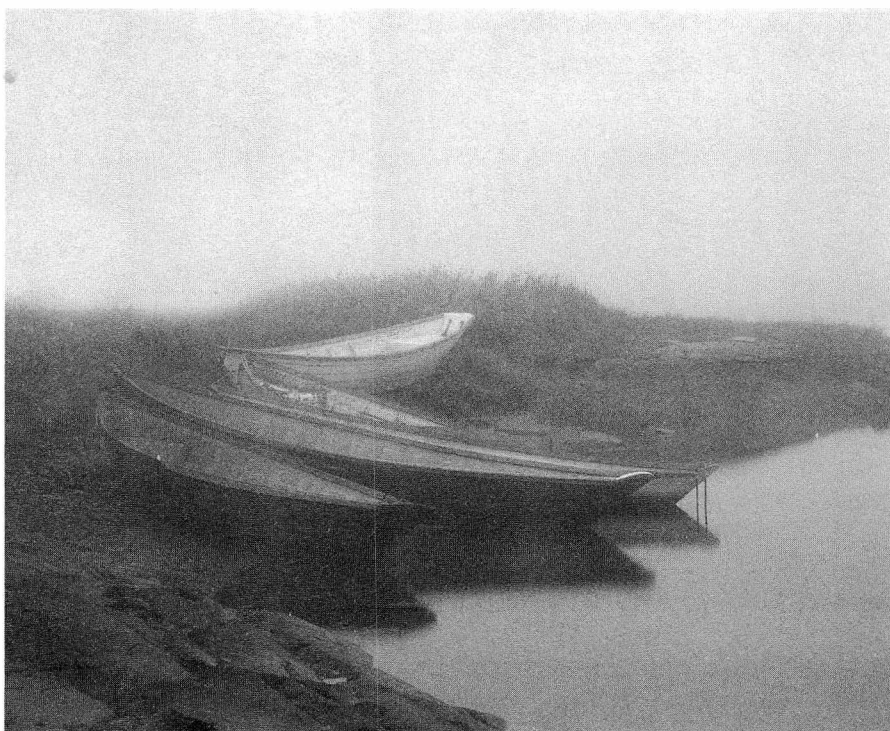
Contests 424

Photo Representatives 432

Workshops & Photo Tours 441



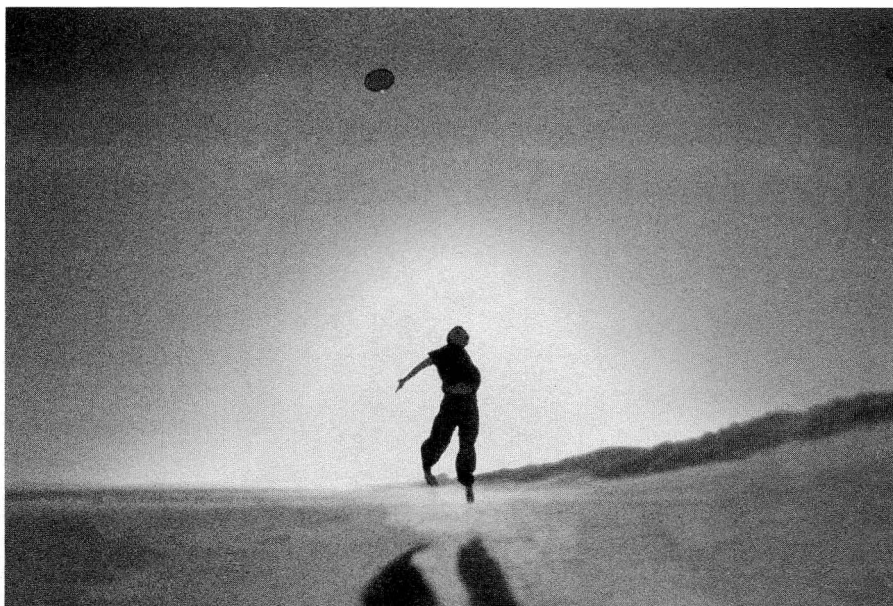
© 2006 Clark James Mishler/www.AlaskaStock.com



© Ronald G. Levi

RESOURCES

Stock Photography Portals	461
Portfolio Review Events	462
Grants: State, Provincial & Regional	463
Professional Organizations	469
Publications	472
Web Sites	477
Glossary	481



INDEXES

Geographic Index	487
International Index	506
Subject Index	509
General Index	612

From the Editor



It's important for photographers to find their own personal style instead of following a trend. In the long run, we all reinvent ourselves many times." Portrait photographer Bobbi Lane made that statement in an interview I did with her for this edition of *Photographer's Market* (page 31). I found it refreshing. We all want our photography careers to blossom and our client lists to grow. Often that means taking a risk, trying something new, and moving out of our comfort zones.

Thomas Porter is a Canadian photographer who also subscribes to this attitude of reinventing oneself (page 108). He has worked hard at becoming one of the best all-around photographers in Saskatchewan. When he masters one thing, he moves on to the next. "Never be afraid to accept new challenges," he says. Fine art photographer Ron Durham owned his own gallery for a few years, but found new life (and sales) for his work when he started exhibiting at art fairs (page 412). Travel and lifestyle photographer Sean Arbabi took his business to the next level by cultivating a new, better-paying clientele (page 38). As he wisely points out, it is often *necessary* to reinvent ourselves: If we don't, we could get left behind in an ever-changing world.

Perhaps you're still trying to figure out how to *invent* yourself as a photographer. Take heart: *Photographer's Market* can help you with that. If you are a seasoned pro ready to *reinvent* yourself, you too can learn a lot in these pages. The 2007 edition of *Photographer's Market* will help you stay up to date with the changes in digital imaging. It will show you how to get your work in front of the people responsible for buying photography. And perhaps most important of all, it will give you hundreds of markets to which you can submit your work.

So, instead of running with the pack, break away and create your own unique style. Reinvent yourself.

A handwritten signature in cursive script that reads "Donna Poehner".

Donna Poehner
photomarket@fwpubs.com
Watch for www.photographersmarket.com

P.S. Check out the new market section in this edition of *Photographer's Market*. On page 389 you'll find more than 170 art fairs listed by region.

P.P.S. Don't forget to fill out our reader survey on the next page. You could win a copy of the next edition of *Photographer's Market*.

Enter our drawing for a
free copy of the next edition

Reader Survey:
Tell us about yourself!

1. How often do you purchase *Photographer's Market*?

- ☐ every year
☐ every other year
☐ This is my first edition

2. What type of photography do you do?

3. Do you have suggestions for improving *Photographer's Market*?

4. Would you like to see an online version of *Photographer's Market*?

- ☐ Yes
☐ No

Name: _____

Address: _____

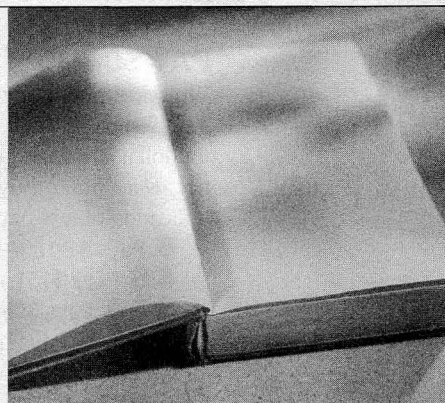
City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

Web site: _____

Fax to Donna Poehner: (513)531-2686; mail to *Photographer's Market*, 4700 East Galbraith Road, Cincinnati, OH 45236; or e-mail photomarket@fwpubs.com.

How to Use This Book



The first thing you'll notice about most of the listings in this book is the group of symbols that appears before the name of each company. Scanning the listings for symbols can help you quickly locate markets that meet certain criteria. (You'll find a quick-reference key to the symbols on the front and back inside covers of the book.) Here's what each symbol stands for:



This photo buyer is new to this edition of the book.



This photo buyer is located in Canada.



This photo buyer is located outside the U.S. and Canada.



This photo buyer uses only images created on assignment.



This photo buyer uses only stock images.



This photo buyer accepts submissions in digital format.



This photo buyer uses film or other audiovisual media.



This art fair is a juried event; a juror or committee of jurors views applicants' work and selects those whose work fits within the guidelines of the event.

Complaint Procedure



Important

If you feel you have not been treated fairly by a company listed in *Photographer's Market*, we advise you to take the following steps:

- First, try to contact the listing. Sometimes one phone call, e-mail or letter can quickly clear up the matter.
- Document all your correspondence with the listing. If you write to us with a complaint, provide the details of your submission, the date of your first contact with the listing, and the nature of your subsequent correspondence.
- We will enter your letter into our files.
- The number and severity of complaints will be considered in our decision whether to delete the listing from the next edition.

PAY SCALE

We asked photo buyers to indicate their general pay scale based on what they typically pay for a single image. Their answers are signified by a series of dollar signs before each listing. Scanning for dollar signs can help you quickly identify which markets pay at the top of the scale. However, not every photo buyer answered this question, so don't mistake a missing dollar sign as an indication of low pay rates. Also keep in mind that many photo buyers are willing to negotiate.

- \$ Pays \$1-150
- \$ \$ Pays \$151-750
- \$ \$ \$ Pays \$751-1,500
- \$ \$ \$ \$ Pays more than \$1,500

OPENNESS

We also asked photo buyers to indicate their level of openness to freelance photography. Looking for these symbols can help you identify buyers who are willing to work with newcomers, as well as prestigious buyers who only publish top-notch photography.

-  Encourages beginning or unpublished photographers to submit work for consideration; publishes new photographers. May pay only in copies or have a low pay rate.
-  Accepts outstanding work from beginning and established photographers; expects a high level of professionalism from all photographers who make contact.
-  Hard to break into; publishes mostly previously published photographers. May pay at the top of the scale.
-  Closed to unsolicited submissions.

SUBHEADS

Each listing is broken down into sections to make it easier to locate specific information. In the first section of each listing you'll find mailing addresses, phone numbers, e-mail and Web site addresses, and the name of the person you should contact. You'll also find general information about photo buyers, including when their business was established and their publishing philosophy. Each listing will include one or more of the following subheads:

Needs. Here you'll find specific subjects each photo buyer is seeking. (You can find an index of these subjects starting on page 509 to help you narrow your search.) You'll also find the average number of freelance photos a buyer uses each year, which will help you gauge your chances of publication.

Audiovisual Needs. If you create images for media such as filmstrips or overhead transparencies, or you shoot videotape or motion picture film, look here for photo buyers' specific needs in these areas.

Specs. Look here to see in what format the photo buyer prefers to receive accepted images. Many photo buyers will accept both digital and film (slides, transparencies, prints) formats. However, many photo buyers are reporting that they accept digital images only, so make sure you can provide the format the photo buyer requires before you send samples.

Exhibits. This subhead appears only in the Galleries section of the book. Like the Needs subhead, you'll find information here about the specific subjects and types of photography a gallery shows.

Making Contact & Terms. When you're ready to make contact with a photo buyer, look here to find out exactly what they want to see in your submission. You'll also find what the buyer usually pays and what rights they expect in exchange. In the Stock section, this subhead is divided into two parts, Payment & Terms and Making Contact, because this information is often lengthy and complicated.

Handles. This subhead appears only in the Photo Representatives section. Some reps also represent illustrators, fine artists, stylists, make-up artists, etc., in addition to photographers. The term “handles” refers to the various types of “talent” they represent.

Tips. Look here for advice and information directly from photo buyers in their own words.

\$\$\$ OUTDOOR AMERICA

Izaak Walton League of America, 707 Conservation Lane, Gaithersburg, MD 20878-2983. (301)548-0150. Fax: (301)548-9409. E-mail: oa@iwl.org. Web site: www.iwl.org/oa. Contact: Jason McGarvey, editorial director. Art Director: Jay Clark. Circ. 40,000. Estab. 1922. Published quarterly. Covers conservation topics, from clean air and water to public lands, fisheries and wildlife. Also focuses on outdoor recreation issues and covers conservation-related accomplishments of the League's membership.

Needs Needs vertical wildlife photos or shots of campers, boaters, anglers, hunters and other traditional outdoor recreationists for cover. Reviews photos with or without a manuscript. Model release required. Photo captions preferred; include date taken, model info, location and species.

Specs Uses 35mm, 6x9 transparencies or negatives. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, stock list. “Tearsheets and nonreturnable samples only. Not responsible for return of unsolicited material.” Simultaneous submissions and previously published work OK. Pays \$500 and up for cover; \$50-600 for inside. Pays on acceptance. Credit line given. Buys one-time rights and occasionally Web rights.

Tips “We prefer the unusual shot--new perspectives on familiar objects or subjects. We occasionally assign work. Approximately one half of the magazine's photos are from freelance sources.”

EASY-TO-USE
REFERENCE
ICONS

DETAILED
SUBMISSION
GUIDELINES

TIPS FROM
PHOTO BUYERS

E-MAIL
ADDRESSES
AND WEB SITES

SPECIFIC
CONTACT
NAMES

DIGITAL & FILM
FORMATS USED

HOW MUCH
THEY PAY

Frequently Asked Questions



Important

1 How do companies get listed in the book?

No company pays to be included—all listings are free. Every company has to fill out a detailed questionnaire about their photo needs. All questionnaires are screened to make sure the companies meet our requirements. Each year we contact every company in the book and ask them to update their information.

2 Why aren't other companies I know about listed in this book?

We may have sent these companies a questionnaire, but they never returned it. Or if they did return a questionnaire, we may have decided not to include them based on our requirements.

3 Some publishers say they accept photos with or without a manuscript. What does that mean?

Essentially, the word manuscript means a written article that will be published by a magazine. Some magazines will only consider publishing your photos if they accompany a written article. Other publishers will consider publishing your photos alone, without a manuscript. In previous editions, the word manuscript was abbreviated to ms. In this edition, we spell out the word manuscript whenever it occurs.

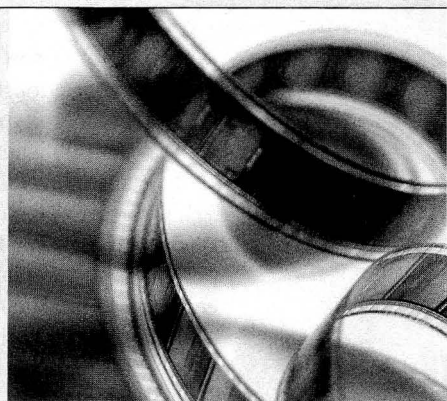
4 I sent some slides to a company that stated they were open to reviewing the type of work I do, but I have not heard from them yet, and they have not returned my slides. What should I do?

At the time we contacted the company they were open to receiving such submissions. However, things can change. It's a good idea to call any company listed in this book to check on their policy before sending them anything. Perhaps they have not had time to review your submission yet. If the listing states that they respond to queries in one month, and more than a month has passed, you can send a brief e-mail or make a quick phone call to the company to inquire about the status of your submission. Some companies receive a large volume of submissions, so sometimes you must be patient. Never send originals when you are querying—always send dupes (duplicate slides). If for any reason your slides are never returned to you, you will not have lost forever the opportunity to sell an important image. It is a good idea to include a SASE (self-addressed, stamped envelope) with your submissions, even if the listing does not specifically request that you do so. This may facilitate getting your work back.

5 A company says they want to publish my photographs, but first they will need a fee from me. Is this a standard business practice?

No, it is not a standard business practice. You should never have to pay to have your photos reviewed or to have your photos accepted for publication. If you suspect that a company may not be reputable, do some research before you submit anything or pay their fees. The exception to this rule is contests. It is not unusual for some contests listed in this book to have entry fees (usually minimal—between five and 20 dollars).

How to Start Selling Your Work



If this is your first edition of *Photographer's Market*, you're probably feeling a little overwhelmed by all the information in this book. Before you start flipping through the listings, read the 11 steps below to learn how to get the most out of this book and your selling efforts.

1. Be honest with yourself. Are the photographs you make of the same quality as those you see published in magazines and newspapers? If the answer is yes, you may be able to sell your photos.

2. Get someone else to be honest with you. Do you know a professional photographer who would critique your work for you? Other ways to get opinions about your work: join a local camera club or other photo organization; attend a stock seminar led by a professional photographer; attend a regional or national photo conference or a workshop where they offer daily critiques.

- You'll find workshop and seminar listings beginning on page 441.
- You'll find a list of photographic organizations on page 469.
- Check your local camera store for information about camera and slide clubs in your area.

3. Get Organized. Create a list of subjects you have photographed and organize your images into subject groups. Make sure you can quickly find specific images and keep track of any sample images you send out. You can use database software on your home computer to help you keep track of your images. (See page 27 for more information.)

Other Resources:

- *Photo Portfolio Success* by John Kaplan, Writer's Digest Books.
- *The Photographer's Market Guide to Photo Submission and Portfolio Formats* by Michael Willins, Writer's Digest Books.
- *Sell and Re-Sell Your Photos* by Rohn Engh, Writer's Digest Books.
- *Sellphotos.com* by Rohn Engh, Writer's Digest Books.
- *The Photographer's Travel Guide* by William Manning, Writer's Digest Books.

4. Consider the format. Are your pictures color snapshots, b&w prints, color slides or digital captures? The format of your work will determine, in part, which markets you can approach. Below are some general guidelines for where you can market various photo formats. Always check the listings in this book for specific format information.

- **b&w prints**—galleries, art fairs, private collectors, literary/art magazines, trade magazines, newspapers, some book publishers
- **color prints**—newsletters, very small trade or club magazines
- **large color prints**—galleries, art fairs, private collectors

- **color slides** (35mm)—most magazines, newspapers, some greeting card and calendar publishers, some book publishers, textbook publishers, stock agencies
- **color transparencies** ($2\frac{1}{4} \times 2\frac{1}{4}$ and 4×5)—magazines, book publishers, calendar publishers, ad agencies, stock agencies
- **digital**—newspapers, magazines, stock agencies, ad agencies (All listings that accept digital work are marked with a  symbol.)

5. Do you want to sell stock images or accept assignments? A stock image is any photograph you create on your own and then sell to a publisher. An assignment is a photograph created at the request of a specific buyer. Many of the listings in *Photographer's Market* are interested in both stock and assignment work.

- Listings that are only interested in stock photography are marked with a  symbol.
- Listings that are only interested in assignment photography are marked with a  symbol.

6. Start researching. Generate a list of the publishers that might buy your images—check the newsstand, go to the library, read the listings in this book. Don't forget to look at greeting cards, stationery, calendars and CD covers. Anything you see with a photograph on it, from a billboard advertisement to a cereal box, is a potential market.

- See page 5 for instructions about how to read the listings in this book.
- If you shoot a specific subject, check the Subject Index on page 509 to simplify your search.

7. Send for guidelines. Do you know exactly how the publisher you choose wants to be approached? Check the listings in this book first. If you don't know the format, subject and number of images a publisher wants in a submission, you should check their Web site first. Often, guidelines are posted there. Or you can send a short letter with a self-addressed, stamped envelope (SASE) or e-mail asking those questions. A quick call to the receptionist might also yield you the answers.

8. Check out the market. Get in the habit of reading industry magazines.

- You'll find a list of useful magazines on page 472.

9. Prepare yourself. Before you send your first submission, make sure you know how to respond when a publisher agrees to buy your work.

Pay Rates:

Most magazines and newspapers will tell you what they pay, and you can accept or decline. However, you should become familiar with typical pay rates. Ask other photographers what they charge—preferably ones you know well or who are not in direct competition with you. Many will be willing to tell you to prevent you from devaluing the market by undercharging. (See page 17 for more information.)

Other Resources:

- *Pricing Photography: The Complete Guide to Assignment and Stock Prices* by Michal Heron and David MacTavish, Allworth Press.
- *fotoQuote*, a software package that is updated each year to list typical stock photo and assignment prices, (800)679-0202, www.cradoc.com.
- *Negotiating Stock Photo Prices* by Jim Pickerell, 110 Frederick Ave., Suite A, Rockville MD 20850, (301)251-0720.

Copyright:

You should always include a copyright notice on any slide, print or digital image you send out. While you automatically own the copyright to your work the instant it is created, the notice affords extra protection. The proper format for a copyright notice includes the word

or symbol for copyright, the date and your name: © 2007 Donna Poehner. To fully protect your copyright and recover damages from infringers, you must register your copyright with the Copyright Office in Washington. (See page 27 for more information.)

Rights:

In most cases, you will not actually be selling your photographs, but rather, the rights to publish them. If a publisher wants to buy your images outright, you will lose the right to resell those images in any form or even display them in your portfolio. Most publishers will buy one-time rights and/or first rights. (See page 28 for more information.)

Other Resources:

- *Legal Guide for the Visual Artist* by Tad Crawford, Allworth Press.

Contracts:

Formal contract or not, you should always agree to any terms of sale in writing. This could be as simple as sending a follow-up letter restating the agreement and asking for confirmation, once you agree to terms over the phone. You should always keep copies of any correspondence in case of a future dispute or misunderstanding. (See page 15 for more information.)

Other Resources:

- *Business and Legal Forms for Photographers* by Tad Crawford, Allworth Press.

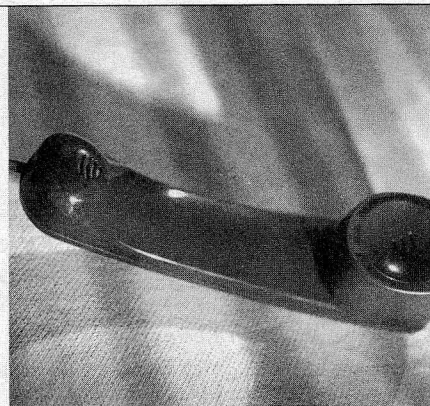
10. Prepare your submission. The number one rule when mailing submissions is: “Follow the directions.” Always address letters to specific photo buyers. Always include a SASE of sufficient size and with sufficient postage for your work to be safely returned to you. Never send originals when you are first approaching a potential buyer. Try to include something in your submission that the potential buyer can keep on file, such as a tearsheet and your résumé. In fact, photo buyers *prefer* that you send something they don’t have to return to you. Plus, it saves you the time and expense of preparing a SASE. (See page 12 for more information.)

Other Resources:

- *The Photographer’s Market Guide to Photo Submission and Portfolio Formats* by Michael Willins, Writer’s Digest Books.
- *Photo Portfolio Success* by John Kaplan, Writer’s Digest Books.

11. Continue to promote yourself and your work. After you’ve made that first sale (and even before), it is important to promote yourself. Success in selling your work depends in part on how well and how often you let photo buyers know what you have to offer. This is known as self-promotion. There are several ways to promote yourself and your work. You can send postcards or other printed material through the mail; send an e-mail with an image and a link to your Web site if you have one; and upload your images to a Web site that is dedicated to showcasing your work and your photographic services. (See page 24 for more information.)

Running Your Business



Photography is an art that requires a host of skills, some which can be learned and some which are innate. To make money from your photography, the one skill you can't do without is a knowledge of business. Thankfully, this skill can be learned. What you'll find on the following pages are the basics of running a photography business. We'll cover:

- Submitting Your Work, page 12
- Digital Submissions, page 13
- Using Essential Business Forms, page 15
- Stock List, page 16
- Charging for Your Work, page 17
- Figuring Small Business Taxes, page 22
- Self-Promotion, page 24
- Organizing and Labeling Your Images, page 27
- Protecting Your Copyright, page 27

SUBMITTING YOUR WORK

Editors, art directors and other photo buyers are busy people. Many only spend 10 percent of their work time actually choosing photographs for publication. The rest of their time is spent making and returning phone calls, arranging shoots, coordinating production and a host of other unglamorous tasks that make publication possible. They want to discover new talent, and you may even have the exact image they're looking for, but if you don't follow a market's submission instructions to the letter, you have little chance of acceptance.

To learn the dos and don'ts of photography submissions, read each market's listing carefully and make sure to send only what they ask for. Don't send prints if they only want slides. Don't send color if they only want black & white. Check their Web site or send for guidelines whenever they are available to get the most complete and up-to-date submission advice. When in doubt, follow these 10 rules when sending your work to a potential buyer:

1. Don't forget your SASE—Always include a self-addressed, stamped envelope whether you want your submission back or not. Make sure your SASE is big enough, has enough packaging, and has enough postage to ensure the safe return of your work.

2. Don't over-package—Never make a submission difficult to open and file. Don't tape down all the loose corners. Don't send anything too large to fit in a standard file.

3. Don't send originals—Try not to send things you must have back. *Never*, ever send originals unsolicited.

4. Label everything—Put a label directly on the slide mount or print you are submitting. Include your name, address and phone number, as well as the name or number of the image. Your slides and prints will almost certainly get separated from your letter.

5. Do your research—Always research the places to which you want to sell your work. Request sample issues of magazines, visit galleries, examine ads, look at Web sites, etc. Make sure your work is appropriate before you send it out. A blind mailing is a waste of postage and a waste of time for both you and the art buyer.

6. Follow directions—Always request submission guidelines. Include a SASE for reply. Follow *all* the directions exactly, even if you think they're silly.

7. Include a business letter—Always include a cover letter, no more than one page, that lets the potential buyer know you are familiar with their company, what your photography background is (briefly), and where you've sold work before (if it pertains to what you're trying to do now). If you send an e-mail, follow the same protocol as you would for a business cover letter and include the same information.

8. Send to a person, not a title—Send submissions to a specific person at a company. When you address a cover letter to Dear Sir or Madam, it shows you know nothing about the company you want to buy your work.

9. Don't forget to follow through—Follow up major submissions with postcard samples several times a year.

10. Have something to leave behind—If you're lucky enough to score a portfolio review, always have a sample of your work to leave with the art director. Make it small enough to fit in a file but big enough not to get lost. Always include your contact information directly on the leave-behind.

DIGITAL SUBMISSION GUIDELINES

Digital images can come from scanned slides, negatives or prints, or from digital cameras. Today, almost every publisher of photographs will accept digital images. Some still accept "analog" images (slides and prints) as well as digital images, but some accept *only* digital images. And, of course, there are those who still do not accept digital images at all, but their number is decreasing.

Previews

Photo buyers need to see a preview of an image before they can decide if it will fit their needs. In the past, photographers mailed slides or prints to prospective photo buyers so they could review them, determine their quality, and decide whether or not the subject matter was something they could use. Or photographers sent a self-promotion mailer, often a postcard with one or more representative images of their work. Today, preview images can be e-mailed to prospective photo buyers, or they can be viewed on a photographer's Web site. This eliminates the hassle and expense of sending slides through the mail and wondering if you'll ever get them back.

The important thing about digital preview images is size. They should be no larger than 3 by 5 inches at 72 dpi. E-mailing larger files to someone who just wants a peek at your work could greatly inconvenience them if they have to wait a long time for the files to open or if their e-mail system cannot handle larger files. If photo buyers are interested in using your photographs, they will definitely want a larger, high-resolution file later, but don't overload their systems and their patience in the beginning with large files. Another option is sending a CD with preview images. This is not as efficient as e-mail or a Web site since the photo buyer has to put the CD in the computer and view the images one by one. If you send a CD, be sure to include a printout of thumbnail images: If the photo buyer does not have time to put the CD in the computer and view the images, she can at least glance at the printed thumbnails. CDs and DVDs are probably best reserved for high-resolution photos you know the photo buyer wants and has requested from you.

Starting a Business



For More Info

To learn more about starting a business:

- Take a course at a local college. Many community colleges offer short-term evening and weekend courses on topics like creating a business plan or finding financial assistance to start a small business.
- Contact the Small Business Administration at (800)827-5722 or check out their Web site at www.sba.gov. "The U.S. Small Business Administration was created by Congress in 1953 to help America's entrepreneurs form successful small enterprises. Today, SBA's program offices in every state offer financing, training and advocacy for small firms."
- Contact the Small Business Development Center at (202)205-6766. The SBDC offers free or low-cost advice, seminars and workshops for small business owners.
- Read a book. Try *The Business of Commercial Photography* by Ira Wexler (Amphoto Books) or *The Business of Studio Photography* by Edward R. Lilley (Allworth Press). The business section of your local library will also have many general books about starting a small business.

Size and Quality

Size and quality might be the two most important aspects of your digital submission. If the quality is not there, photo buyers will not be interested in buying your image regardless of its subject matter. Find out what the photo buyer needs. If you scan your slides or prints, make sure your scanning quality is excellent: no dirt, dust or scratches. If the file size is too small, they will not be able to do much with it either. While each photo buyer may have different needs, there are some general guidelines to follow. Often digital images that are destined for print media need to be 300 dpi and the same size as the final, printed image will be (or preferably a little larger). For example, for a full-page photo in a magazine, the digital file might be 8 by 10 inches at 300 dpi. However, always check with the photo buyer who will ultimately be publishing the photo. Many magazines, book publishers, and stock photo agencies post digital submission guidelines on their Web sites or will provide copies to photographers if they ask. Photo buyers are usually happy to inform photographers of their digital guidelines since they don't want to receive images they won't be able to use due to poor quality.

Note: Many of the listings in this book that accept digital images state the dpi they require for final submissions. They may also state the size they need in terms of megabytes (MB). See subhead "Specs" in each listing.

Formats

When you know that a photo buyer is definitely going to use your photos, you will then need to submit a high-resolution digital file (as opposed to the low-resolution 72-dpi JPEGs used for previews). Photo buyers often ask for digital images to be saved as JPEGs or TIFFs. Again, make sure you know what format they prefer. Some photo buyers will want you to send them a CD or DVD with the high-resolution images saved on it. Most photo buyers appreciate having a printout of thumbnail images to review in addition to the CD. Some may allow you

to e-mail images directly to them, but keep in mind that anything larger than 9 megabytes is usually too large to e-mail. Get the permission of the photo buyer before you attempt to send anything that large via e-mail.

Another option is FTP (file transfer protocol). It allows files to be transferred over the Internet from one computer to another. This option is becoming more prevalent.

Note: Most of the listings in this book that accept digital images state the format they require for final digital submissions. See subhead “Specs” in each listing.

Color space

Another thing you’ll need to find out from the photo buyer is what color space they want photos to be saved in. RGB (red, green, blue) is a very common one. You might also encounter CMYK (cyan, magenta, yellow and black). Grayscale is for photos that will be printed without any color (black & white). Again, check with the photo buyer to find out what color space they require.

USING ESSENTIAL BUSINESS FORMS

Using carefully crafted business forms will not only make you look more professional in the eyes of your clients; it will make bills easier to collect while protecting your copyright. Forms from delivery memos to invoices can be created on a home computer with minimal design skills and printed in duplicate at most quick-print centers. When producing detailed contracts, remember that proper wording is imperative. You want to protect your copyright and, at the same time, be fair to clients. Therefore, it’s a good idea to have a lawyer examine your forms before using them.

Forms for Photographers



For More Info

To learn more about forms for photographers, try the following:

- EP (Editorial Photographers), www.editorialphoto.com.
- *The Photographer’s Market Guide to Photo Submission and Portfolio Formats* by Michael Willins (Writer’s Digest Books).
- *Business and Legal Forms for Photographers* by Tad Crawford (Allworth Press).
- *Legal Guide for the Visual Artist* by Tad Crawford (Allworth Press).
- *ASMP Professional Business Practices in Photography* (Allworth Press).
- The American Society of Media Photographers offers traveling business seminars that cover issues from forms to pricing to collecting unpaid bills. Write to them at 14 Washington Rd., Suite 502, Princeton Junction NJ 08550, for a schedule of upcoming business seminars, or visit www.asmp.org.
- The Volunteer Lawyers for the Arts, 1 E. 53rd St., 6th Floor, New York NY 10022, (212)319-2910. The VLA is a nonprofit organization, based in New York City, dedicated to providing all artists, including photographers, with sound legal advice.

The following forms are useful when selling stock photography, as well as when shooting on assignment:

Delivery Memo

This document should be mailed to potential clients along with a cover letter when any submission is made. A delivery memo provides an accurate count of the images that are enclosed, and it provides rules for usage. The front of the form should include a description of the images or assignment, the kind of media in which the images can be used, the price for such usage, and the terms and conditions of paying for that usage. Ask clients to sign and return a copy of this form if they agree to the terms you've spelled out.

Terms & Conditions

This form often appears on the back of the delivery memo, but be aware that conditions on the front of a form have more legal weight than those on the back. Your terms and conditions should outline in detail all aspects of usage for an assignment or stock image. Include copyright information, client liability, and a sales agreement. Also be sure to include conditions covering the alteration of your images, transfer of rights, and digital storage. The more specific your terms and conditions are to the individual client, the more legally binding they will be. If you create your forms on your computer, seriously consider altering your standard contract to suit each assignment or other photography sale.

Invoice

This is the form you want to send more than any of the others, because mailing it means you have made a sale. The invoice should provide clients with your mailing address, an explanation of usage, and the amount due. Be sure to include a reasonable due date for payment, usually 30 days. You should also include your business tax identification number or social security number.

Model/Property Releases

Get into the habit of obtaining releases from anyone you photograph. They increase the sales potential for images and can protect you from liability. A model release is a short form, signed by the person(s) in a photo, that allows you to sell the image for commercial purposes. The property release does the same thing for photos of personal property. When photographing children, remember that a parent or guardian must sign before the release is legally binding. In exchange for signed releases, some photographers give their subjects copies of the photos; others pay the models. You may choose the system that works best for you, but keep in mind that a legally binding contract must involve consideration, the exchange of something of value. Once you obtain a release, keep it in a permanent file. (You'll find a sample property release on page 17 and a sample model release on page 18.)

You do not need a release if the image is being sold editorially. However, magazines now require such forms in order to protect themselves, especially when an image is used as a photo illustration instead of as a straight documentary shot. You *always* need a release for advertising purposes or for purposes of trade and promotion. In works of art, you only need a release if the subject is recognizable. When traveling in a foreign country, it is a good idea to carry releases written in that country's language. To translate releases into a foreign language, check with an embassy or a college language professor.

STOCK LIST

Some market listings in this book ask for a stock list, so it is a good idea to have one on hand. Your stock list should be as detailed and specific as possible. Include all the subjects

PROPERTY RELEASE

In consideration of \$_____ and/or _____, receipt of which is acknowledged, I being the legal owner of or having the right to permit the taking and use of photographs of certain property designated as _____, do hereby give _____, his/her assigns, licensees, and legal representatives the irrevocable right to use this image in all forms and media and in all manners, including composite or distorted representations, for advertising, trade, or any other lawful purposes, and I waive any rights to inspect or approve the finished product, including written copy that may be created in connection therewith.

Short description of photographs: _____

Additional information: _____

I am of full age. I have read this release and fully understand its contents.

Please Print:

Name _____

Address _____

City _____ State _____ Zip Code _____

Sample property release

you have in your photo files, breaking them into logical categories and subcategories. On page 19 is a sample stock list that shows how you might categorize your stock images to create a list that will be easy for photo buyers to skim. This sample list only hints at what a stock list might include. Create a list that reflects your unique collection of images.

CHARGING FOR YOUR WORK

No matter how many books you read about what photos are worth and how much you should charge, no one can set your fees for you. If you let someone try, you'll be setting yourself up for financial ruin. Figuring out what to charge for your work is a complex task that will require a lot of time and effort. But the more time you spend finding out how much you need to charge, the more successful you'll be at targeting your work to the right markets and getting the money you need to keep your business, and your life, going.

Keep in mind that what you charge for an image may be completely different from what a photographer down the street charges. There is nothing wrong with this if you've calculated your prices carefully. Perhaps the photographer works in a basement on old equipment and you have a brand new, state-of-the-art studio. You'd better be charging more. Why the disparity? For one thing, you've got a much higher overhead, the continuing costs of running your

MODEL RELEASE

In consideration of \$ _____ and/or _____, receipt of which is acknowledged, I, _____, do hereby give _____, his/her assigns, licensees, and legal representatives the irrevocable right to use my image in all forms and media and in all manners, including composite or distorted representations, for advertising, trade, or any other lawful purposes, and I waive any rights to inspect or approve the finished product, including written copy that may be created in connection therewith. The following name may be used in reference to these photographs:

My real name, or _____

Short description of photographs: _____

Additional information: _____

Please print:

Name _____

Address _____

City _____ State _____ Zip code _____

Country _____

CONSENT

(If model is under the age of 18) I am the parent or guardian of the minor named above and have the legal authority to execute the above release. I approve the foregoing and waive any rights in the premises.

Please print:

Name _____

Address _____

City _____ State _____ Zip code _____

Country _____

Signature _____

Witness _____ Date _____

STOCK LIST

INSECTS

Ants
Aphids
Bees
Beetles
Butterflies
Grasshoppers
Moths
Termites
Wasps

PROFESSIONS

Bee Keeper
Biologist
Firefighter
Nurse
Police Officer
Truck Driver
Waitress
Welder

LANDMARKS

Asia
Angkor Wat
Great Wall of China
Europe
Big Ben
Eiffel Tower
Louvre
Stonehenge

United States

Empire State Building
Grand Canyon
Liberty Bell
Mt. Rushmore
Statue of Liberty

TRANSPORTATION

Airplanes and helicopters
Roads
Country roads
Dirt roads
Interstate highways
Two-lane highways

WEATHER

Clouds
Cumulus
Cirrus
Nimbus
Stratus
Flooding
Lightning
Snow and Blizzards
Storm Chasers
Rainbows
Tornadoes
Tornado Damage

business. You're also probably delivering a higher-quality product and are more able to meet client requests quickly. So how do you determine just how much you need to charge in order to make ends meet?

Setting your break-even rate

All photographers, before negotiating assignments, should consider their break-even rate—the amount of money they need to make in order to keep their studios open. To arrive at the actual price you'll quote to a client, you should add onto your base rate things like usage, your experience, how quickly you can deliver the image, and what kind of prices the market will bear.

Start by estimating your business expenses. These expenses may include rent (office, studio, darkroom), gas and electric, insurance (equipment), phone, fax, Internet service, office supplies, postage, stationery, self-promotions/portfolio, photo equipment, computer, staff salaries, taxes. Expenses like film and processing will be charged to your clients.

Next, figure your personal expenses, which will include food, clothing, medical, car and home insurance, gas, repairs and other car expenses, entertainment, retirement savings and investments, etc.

Before you divide your annual expenses by the 365 days in the year, remember you won't be shooting billable assignments every day. A better way to calculate your base fee is by billable weeks. Assume that at least one day a week is going to be spent conducting office business and marketing your work. This amounts to approximately 10 weeks. Add in days for vacation and sick time, perhaps three weeks, and add another week for workshops and seminars. This totals 14 weeks of nonbillable time and 38 billable weeks throughout the year.

Now estimate the number of assignments/sales you expect to complete each week and multiply that number by 38. This will give you a total for your yearly assignments/sales. Finally, divide the total overhead and administrative expenses by the total number of assignments. This will give you an average price per assignment, your break-even or base rate.

As an example, let's say your expenses come to \$65,000 per year (this includes \$35,000 of personal expenses). If you complete two assignments each week for 38 weeks, your average price per assignment must be about \$855. This is what you should charge to break even on each job. But, don't forget, you want to make money.

Establishing usage fees

Too often, photographers shortchange themselves in negotiations because they do not understand how the images in question will be used. Instead, they allow clients to set prices and prefer to accept lower fees rather than lose sales. Unfortunately, those photographers who shortchange themselves are actually bringing down prices throughout the industry. Clients realize if they shop around they can find photographers willing to shoot assignments at very low rates.

There are ways to combat low prices, however. First, educate yourself about a client's line of work. This type of professionalism helps during negotiations because it shows buyers that you are serious about your work. The added knowledge also gives you an advantage when negotiating fees because photographers are not expected to understand a client's profession.

For example, if most of your clients are in the advertising field, acquire advertising rate cards for magazines so you know what a client pays for ad space. You can also find print ad rates in the Standard Rate and Data Service directory at the library. Knowing what a client is willing to pay for ad space and considering the importance of your image to the ad will give you a better idea of what the image is really worth to the client.

For editorial assignments, fees may be more difficult to negotiate because most magazines have set page rates. They may make exceptions, however, if you have experience or if the assignment is particularly difficult or time-consuming. If a magazine's page rate is still too low to meet your break-even price, consider asking for extra tearsheets and copies of the issue in which your work appears. These pieces can be used in your portfolio and as mailers, and the savings they represent in printing costs may make up for the discrepancy between the page rate and your break-even price.

There are still more ways to negotiate sales. Some clients, such as gift and paper product manufacturers, prefer to pay royalties each time a product is sold. Special markets, such as galleries and stock agencies, typically charge photographers a commission of 20 to 50 percent for displaying or representing their images. In these markets, payment on sales comes from the purchase of prints by gallery patrons, or from fees on the "rental" of photos by clients of stock agencies. Pricing formulas should be developed by looking at your costs and the current price levels in those markets, as well as on the basis of submission fees, commissions and other administrative costs charged to you.

Bidding for jobs

As you build your business, you will likely encounter another aspect of pricing and negotiating that can be very difficult. Like it or not, clients often ask photographers to supply bids for jobs. In some cases, the bidding process is merely procedural and the assignment will go to the photographer who can best complete it. In other instances, the photographer who submits the lowest bid will earn the job. When asked to submit a bid, it is imperative that you find out which bidding process is being used. Putting together an accurate estimate takes time, and you do not want to waste your efforts if your bid is being sought merely to meet some budget quota.

If you decide to bid on a job, it's important to consider your costs carefully. You do not want to bid too much on projects and repeatedly get turned down, but you also don't want to bid too low and forfeit income. When a potential client calls to ask for a bid, consider these dos and don'ts:

1. Always keep a list of questions by the telephone so you can refer to it when bids are requested. The answers to the questions should give you a solid understanding of the project and help you reach a price estimate.
2. Never quote a price during the initial conversation, even if the caller pushes for a "ballpark figure." An on-the-spot estimate can only hurt you in the negotiating process.
3. Immediately find out what the client intends to do with the photos, and ask who will own copyrights to the images after they are produced. It is important to note that many clients believe if they hire you for a job they'll own all the rights to the images you create. If they insist on buying all rights, make sure the price they pay is worth the complete loss of the images.
4. If it is an annual project, ask who completed the job last time, then contact that photographer to see what he or she charged.
5. Find out who you are bidding against and contact those people to make sure you received the same information about the job. While agreeing to charge the same price is illegal, sharing information about reaching a price is not.
6. Talk to photographers *not* bidding on the project and ask them what they would charge.
7. Finally, consider all aspects of the shoot, including preparation time, fees for assistants and stylists, rental equipment, and other materials costs. Don't leave anything out.

Pricing Information



For More Info

Where to find more information about pricing:

- *Pricing Photography: The Complete Guide to Assignment and Stock Prices* by Michal Heron and David MacTavish (Allworth Press).
- *ASMP Professional Business Practices in Photography* (Allworth Press).
- *fotoQuote*, a software package produced by the Cradoc Corporation, is a customizable, annually updated database of stock photo prices for markets from ad agencies to calendar companies. The software also includes negotiating advice and scripted telephone conversations. Call (800)679-0202, or visit www.fotoquote.com for ordering information.
- Stock Photo Price Calculator, a Web site that suggests fees for advertising, corporate and editorial stock, <http://photographersindex.com/stockprice.htm>.
- EP (Editorial Photographers), www.editorialphoto.com.

FIGURING SMALL BUSINESS TAXES

Whether you make occasional sales from your work or you derive your entire income from your photography skills, it's a good idea to consult with a tax professional. If you are just starting out, an accountant can give you solid advice about organizing your financial records. If you are an established professional, an accountant can double-check your system and maybe find a few extra deductions. When consulting with a tax professional, it is best to see someone who is familiar with the needs and concerns of small business people, particularly photographers. You can also conduct your own tax research by contacting the Internal Revenue Service.

Self-employment tax

As a freelancer it's important to be aware of tax rates on self-employment income. All income you receive over \$400 without taxes being taken out by an employer qualifies as self-employment income. Normally, when you are employed by someone else, the employer shares responsibility for the taxes due. However, when you are self-employed, you must pay the entire amount yourself.

Freelancers frequently overlook self-employment taxes and fail to set aside a sufficient amount of money. They also tend to forget state and local taxes. If the volume of your photo sales reaches a point where it becomes a substantial percentage of your income, then you are required to pay estimated tax on a quarterly basis. This requires you to project the amount of money you expect to generate in a three-month period. However burdensome this may be in the short run, it works to your advantage in that you plan for and stay current with the various taxes you are required to pay. Read IRS publication #505 (Tax Withholding and Estimated Tax).

Deductions

Many deductions can be claimed by self-employed photographers. It's in your best interest to be aware of them. Examples of 100-percent-deductible claims include production costs of

résumés, business cards and brochures; photographer's rep commissions; membership dues; costs of purchasing portfolio materials; education/business-related magazines and books; insurance; and legal and professional services.

Additional deductions can be taken if your office or studio is home-based. The catch here is that your work area must be used only on a professional basis; your office can't double as a family room after hours. The IRS also wants to see evidence that you use the work space on a regular basis via established business hours and proof that you've actively marketed your work. If you can satisfy these criteria, then a percentage of mortgage interests, real estate taxes, rent, maintenance costs, utilities and homeowner's insurance, plus office furniture and equipment, can be claimed on your tax form at year's end.

In the past, to qualify for a home-office deduction, the space you worked in had to be "the most important, consequential, or influential location" you used to conduct your business. This meant that if you had a separate studio location for shooting but did scheduling, billing and record keeping in your home office, you could not claim a deduction. However, as of 1999, your home office will qualify for a deduction if you "use it exclusively and regularly for administrative or management activities of your trade or business and you have no other fixed location where you conduct substantial administrative or management activities of your trade or business." Read IRS publication #587, *Business Use of Your Home*, for more details.

If you are working out of your home, keep separate records and bank accounts for personal and business finances, as well as a separate business phone. Since the IRS can audit tax records as far back as seven years, it's vital to keep all paperwork related to your business. This includes invoices, vouchers, expenditures and sales receipts, canceled checks, deposit slips, register tapes and business ledger entries for this period. The burden of proof will be on you if the IRS questions any deductions claimed. To maintain professional status in the eyes of the IRS, you will need to show a profit for three years out of a five-year period.

Sales tax

Sales taxes are complicated and need special consideration. For instance, if you work in more than one state, use models or work with reps in one or more states, or work in one state and

Tax Information



For More Info

To learn more about taxes, contact the IRS. There are free booklets available that provide specific information, such as allowable deductions and tax rate structure:

- Tax Guide for Small Businesses, #334
- Travel, Entertainment, Gift and Car Expenses, #463
- Tax Withholding and Estimated Tax, #505
- Business Expenses, #535
- Accounting Periods and Methods, #538
- Business Use of Your Home, #587

To order any of these booklets, phone the IRS at (800)829-3676. IRS forms and publications, as well as answers to questions and links to help, are available on the Internet at www.irs.gov.

store equipment in another, you may be required to pay sales tax in each of the states that apply. In particular, if you work with an out-of-state stock photo agency that has clients over a wide geographic area, you should explore your tax liability with a tax professional.

As with all taxes, sales taxes must be reported and paid on a timely basis to avoid audits and/or penalties. In regard to sales tax, you should:

- Always register your business at the tax offices with jurisdiction in your city and state.
- Always charge and collect sales tax on the full amount of the invoice, unless an exemption applies.
- If an exemption applies because of resale, you must provide a copy of the customer's resale certificate.
- If an exemption applies because of other conditions, such as selling one-time reproduction rights or working for a tax-exempt, nonprofit organization, you must also provide documentation.

SELF-PROMOTION

There are basically three ways to acquaint photo buyers with your work: through the mail, over the Internet, or in person. No one way is better or more effective than another. They each serve an individual function and should be used in concert to increase your visibility and, with a little luck, your sales.

Self-promotion mailers

When you are just starting to get your name out there and want to begin generating assignments and stock sales, it's time to design a self-promotion campaign. This is your chance to do your best, most creative work and package it in an unforgettable way to get the attention of busy photo buyers. Self-promotions traditionally are sample images printed on card stock and sent through the mail to potential clients. If the image you choose is strong and you carefully target your mailing, a traditional self-promotion can work.

But don't be afraid to go out on a limb here. You want to show just how amazing and creative you are, and you want the photo buyer to hang onto your sample for as long as possible. Why not make it impossible to throw away? Instead of a simple postcard, maybe you could send a small, usable notepad with one of your images at the top, or a calendar the

Ideas for Great Self-Promotions



For More Info

Where to find ideas for great self-promotions:

- *HOW* magazine's self-promotion annual (October issue).
- *Self-Promotion Online* by Ilise Benun (North Light Books).
- *Photo District News* magazine's self-promotion issue (April).
- *The Photographer's Guide to Marketing & Self-Promotion* by Maria Piscopo (Allworth Press).
- *Marketing Guidebook for Photographers* by Mary Virginia Swanson, available at www.mvswanson.com or by calling (520)742-6311.



Canine companion with rehab patient at Harborview Medical Center.

*stefanie***FELIX**
FELIX
documentary photography

206.293.4643 • WWW.STEFANIEFELIX.COM • SFELIX@SPEAKEASY.NET • SEATTLE

© Stefanie Felix

The clients of documentary photographer Stefanie Felix rely on her to capture people's interactions, involvement and emotions. Her client list includes healthcare providers, social service agencies and educational programs that need photographs to describe their programs on a human level. "Because I have a simple template, I can plug in new images to reflect newer work. This allows me to make renewed contact with existing and dormant clients," she says. Felix has used this image in her customized self-promotion piece, which she prints out on her inkjet printer, two up on an 8½×11 sheet of paper, and then trims them.

photo buyer can hang up and use all year. If you target your mailing carefully, this kind of special promotion needn't be expensive.

If you're worried that a single image can't do justice to your unique style, you have two options. One way to get multiple images in front of photo buyers without sending an overwhelming package is to design a campaign of promotions that builds from a single image to a small group of related photos. Make the images tell a story and indicate that there are more to follow. If you are computer savvy, the other way to showcase a sampling of your work is to point photo buyers to an online portfolio of your best work. Send a single sample that includes your Internet address, and ask buyers to take a look.

Web sites

Web sites are steadily becoming more important in the photographer's self-promotion repertory. If you have a good collection of digital photographs—whether they have been scanned from film or are from a digital camera—you should consider creating a Web site to showcase samples of your work, provide information about the type of work you do, and display your contact information. The Web site does not have to be elaborate or contain every photograph you've ever taken. In fact, it is best if you edit your work very carefully and choose only the best images to display on your Web site. The benefit of having a Web site is that it makes it so easy for photo buyers to see your work. You can send e-mails to targeted photo buyers and include a link to your Web site. Many photo buyers report that this is how they prefer to be contacted. Of course, your URL should also be included on any print materials, such as postcards, brochures, your business cards and stationery. Some photographers even include their URL in their credit line.

Portfolio presentations

Once you've actually made contact with potential buyers and piqued their interest, they'll want to see a larger selection of your work—your portfolio. Once again, there's more than one way to get this sampling of images in front of buyers. Portfolios can be digital—stored on a disk or CD-ROM, or posted on the Internet. They can take the form of a large box or binder and require a special visit and presentation by you. Or they can come in a small binder and be sent through the mail. Whichever way(s) you choose to showcase your best work, you should always have more than one portfolio, and each should be customized for potential clients.

Keep in mind that your portfolios should contain your best work (duplicates only). Never put originals in anything that will be out of your hands for more than a few minutes. Also, don't include more than 20 images. If you try to show too many pieces you'll overwhelm the buyer, and any image that is less than your best will detract from the impact of your strongest work. Finally, be sure to show only work a buyer is likely to use. It won't do any good to show a shoe manufacturer your shots of farm animals or a clothing company your food pictures. For more detailed information on the various types of portfolios and how to select which photos to include and which ones to leave out, see *Photo Portfolio Success* by John Kaplan (Writer's Digest Books).

Do you need a résumé?

Some of the listings in this book say to submit a résumé with samples. If you are a freelancer, a résumé may not always be necessary. Sometimes a stock list or a list of your clients may suffice, and may be all the photo buyer is really looking for. If you do include a résumé, limit the details to your photographic experience and credits. If you are applying for a position teaching photography or for a full-time photography position at a studio, corporation, newspaper, etc., you will need the résumé. Galleries that want to show your work may also want to see a résumé, but, again, confine the details of your life to significant photographic achievements.

ORGANIZING AND LABELING YOUR IMAGES

It will be very difficult for you to make sales of your work if you aren't able to locate a particular image in your files when a buyer needs it. It is imperative that you find a way to organize your images—a way that can adapt to a growing file of images. There are probably as many ways to catalog photographs as there are photographers. However, most photographers begin by placing their photographs into large, general categories such as landscapes, wildlife, countries, cities, etc. They then break these down further into subcategories. If you specialize in a particular subject—birds, for instance—you may want to break the bird category down further into cardinal, eagle, robin, osprey, etc. Find a coding system that works for your particular set of photographs. For example, nature and travel photographer William Manning says, “I might have slide pages for Washington, DC (WDC), Kentucky (KY), or Italy (ITY). I divide my mammal subcategory into African wildlife (AWL), North American wildlife (NAW), zoo animals (ZOO).”

After you figure out a coding system that works for you, find a method for captioning your slides. Captions with complete information often prompt sales: Photo editors appreciate having as much information as possible. Always remember to include your name and copyright symbol © on each photo. Computer software can make this job a lot easier. Programs such as Emblazon (www.planettools.com), formerly CaptionWriter, allow photographers to easily create and print labels for their slides.

The computer also makes managing your photo files much easier. Programs such as FotoBiz (www.fotobiz.net) and StockView (www.hindsightltd.com) are popular with freelance assignment and stock photographers. FotoBiz has an image log and is capable of creating labels. FotoBiz can also track your images and allows you to create documents such as delivery memos, invoices, etc. StockView (www.hindsightltd.com/stockview/stockview.html) also tracks your images, has labeling options, and can create business documents.

Image Organization and Storage



For More Info

To learn more about selecting, organizing, labeling and storing images, see:

- *The Photographer's Travel Guide* by William Manning (Writer's Digest Books).
- *The Photographer's Market Guide to Photo Submission and Portfolio Formats* by Michael Willins (Writer's Digest Books).
- *Photo Portfolio Success* by John Kaplan (Writer's Digest Books).
- *Sell & Re-Sell Your Photos* by Rohn Engh, 5th edition (Writer's Digest Books).

PROTECTING YOUR COPYRIGHT

There is one major misconception about copyright: Many photographers don't realize that once you create a photo it becomes yours. You (or your heirs) own the copyright, regardless of whether you register it for the duration of your lifetime plus 70 years.

The fact that an image is automatically copyrighted does not mean that it shouldn't be registered. Quite the contrary. You cannot even file a copyright infringement suit until you've registered your work. Also, without timely registration of your images, you can only recover

actual damages—money lost as a result of sales by the infringer plus any profits the infringer earned. For example, recovering \$2,000 for an ad sale can be minimal when weighed against the expense of hiring a copyright attorney. Often this deters photographers from filing lawsuits if they haven't registered their work. They know that the attorney's fees will be more than the actual damages recovered, and, therefore, infringers go unpunished.

Registration allows you to recover certain damages to which you otherwise would not be legally entitled. For instance, attorney fees and court costs can be recovered. So too can statutory damages—awards based on how deliberate and harmful the infringement was. Statutory damages can run as high as \$100,000. These are the fees that make registration so important.

In order to recover these fees, there are rules regarding registration that you must follow. The rules have to do with the timeliness of your registration in relation to the infringement:

- **Unpublished images** must be registered before the infringement takes place.
- **Published images** must be registered within three months of the first date of publication or before the infringement began.

The process of registering your work is simple. Contact the Register of Copyrights, Library of Congress, Washington, DC 20559, (202)707-9100, and ask for Form VA (works of visual art). Registration costs \$30, but you can register photographs in large quantities for that fee. For bulk registration, your images must be organized under one title, for example, "The works of John Photographer, 1990-1995."

The copyright notice

Another way to protect your copyright is to mark each image with a copyright notice. This informs everyone reviewing your work that you own the copyright. It may seem basic, but in court this can be very important. In a lawsuit, one avenue of defense for an infringer is "innocent infringement"—basically the "I-didn't-know" argument. By placing a copyright notice on your images, you negate this defense for an infringer.

The copyright notice basically consists of three elements: the symbol, the year of first publication, and the copyright holder's name. Here's an example of a copyright notice for an image published in 1999: © 1999 John Q. Photographer. Instead of the symbol ©, you can use the word "Copyright" or simply "Copr." However, most foreign countries prefer © as a common designation.

Also consider adding the notation "All rights reserved" after your copyright notice. This phrase is not necessary in the U.S. since all rights are automatically reserved, but it is recommended in other parts of the world.

Know your rights

The digital era is making copyright protection more difficult. As this technology grows, more and more clients will want digital versions of your photos. Don't be alarmed, just be careful. Your clients don't want to steal your work. When you negotiate the usage of your work, consider adding a phrase to your contract that limits the rights of buyers who want digital versions of your photos. You might want them to guarantee that images will be removed from their computer files once the work appears in print. You might say it's okay to perform limited digital manipulation, and then specify what can be done. The important thing is to discuss what the client intends to do and spell it out in writing.

It's essential not only to know your rights under the Copyright Law, but also to make sure that every photo buyer you deal with understands them. The following list of typical image rights should help you in your dealings with clients:

- **One-time rights.** These photos are “leased” or “licensed” on a one-time basis; one fee is paid for one use.
- **First rights.** This is generally the same as purchase of one-time rights, though the photo buyer is paying a bit more for the privilege of being the first to use the image. He may use it only once unless other rights are negotiated.
- **Serial rights.** The photographer has sold the right to use the photo in a periodical. This shouldn’t be confused with using the photo in “installments.” Most magazines will want to be sure the photo won’t be running in a competing publication.
- **Exclusive rights.** Exclusive rights guarantee the buyer’s exclusive right to use the photo in his particular market or for a particular product. A greeting card company, for example, may purchase these rights to an image with the stipulation that it not be sold to a competing company for a certain time period. The photographer, however, may retain rights to sell the image to other markets. Conditions should always be put in writing to avoid any misunderstandings.
- **Electronic rights.** These rights allow a buyer to place your work on electronic media such as CD-ROMs or Web sites. Often these rights are requested with print rights.
- **Promotion rights.** Such rights allow a publisher to use a photo for promotion of a publication in which the photo appears. The photographer should be paid for promotional use in addition to the rights first sold to reproduce the image. Another form of this—agency promotion rights—is common among stock photo agencies. Likewise, the terms of this need to be negotiated separately.
- **Work for hire.** Under the Copyright Act of 1976, section 101, a “work for hire” is defined as: “(1) a work prepared by an employee within the scope of his or her employment; or (2) a work . . . specially ordered or commissioned for use as a contribution to a collective, as part of a motion picture or audiovisual work or as a supplementary work . . . if the parties expressly agree in a written instrument signed by them that the work shall be considered a work made for hire.”
- **All rights.** This involves selling or assigning all rights to a photo for a specified period of time. This differs from work for hire, which always means the photographer permanently surrenders all rights to a photo and any claims to royalties or other future compen-

Protecting Your Copyright



For More Info

How to learn more about protecting your copyright:

- Call the Copyright Office at (202)707-3000 or check out their Web site, <http://lcweb.loc.gov/copyright>, for forms and answers to frequently asked questions.
- ASMP (American Society of Media Photographers), www.asmp.org/commerce/legal/copyright.
- EP (Editorial Photographers), www.editorialphoto.com.
- *Legal Guide for the Visual Artist* by Tad Crawford, Allworth Press.
- SPAR (Society of Photographers and Artists Representatives), (212)779-7464.

sation. Terms for all rights—including time period of usage and compensation—should only be negotiated and confirmed in a written agreement with the client.

It is understandable for a client not to want a photo to appear in a competitor's ad. Skillful negotiation usually can result in an agreement between the photographer and the client that says the image(s) will not be sold to a competitor, but could be sold to other industries, possibly offering regional exclusivity for a stated time period.

Bobbi Lane

Creating Unique Portraits



by Donna Poehner

In August of 1979 I opened my studio, Bobbi Lane Photography, on Santa Monica Boulevard in Los Angeles, and I've been self-employed ever since," says Bobbi Lane, who is known for her creative portraits. Before beginning a successful career that has included commercial, travel and stock photography, Lane attended New England School of Photography. After her second year, she started assisting for Bill Sumner, a top commercial photographer in Boston. Says Lane: "In school I learned all the technical details, but from assisting I learned more about using the light for mood and effect, and the business." Lane teaches workshops on portraiture and lighting at the International Center of Photography, the New School in New York City, Santa Fe Photographic Workshops, the Maine Photographic Workshops, the Julia Dean Photo Workshops, and Calumet. She is also a regular contributor to *PHOTO Techniques* magazine. In the following interview, Lane reveals how she works to create unique portraits for her clients.

Do you consider yourself a commercial photographer or an editorial photographer? Are different sets of skills needed for each type of client?

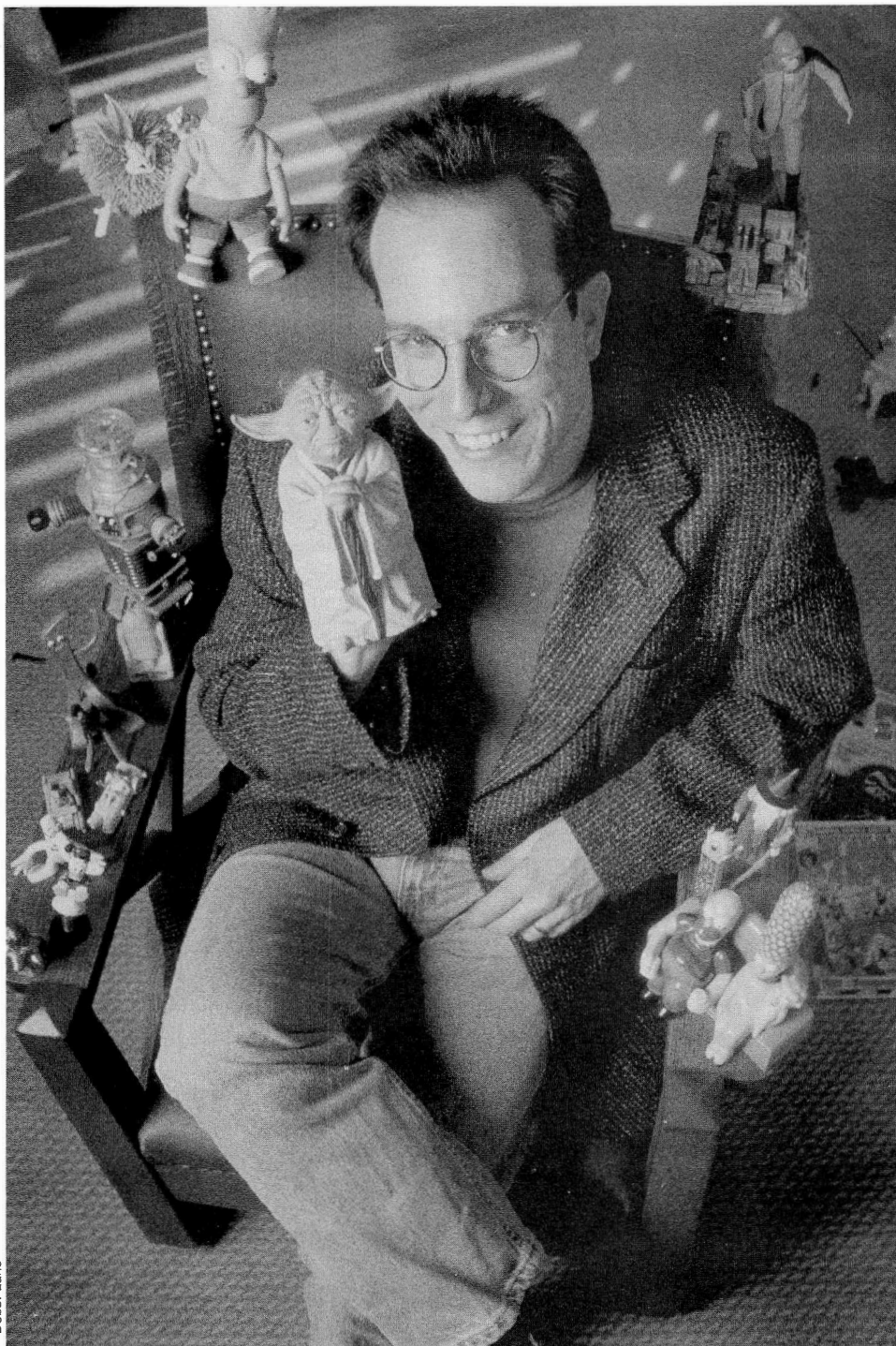
I am a commercial photographer, which includes editorial. I work for visual professionals—designers, editors and marketing directors—to complete an idea or concept. There are completely different sets of skills for each kind of client. In some cases, the shot is conceptual, so it doesn't have to look "real" as long as it communicates the idea you want to get across. Sometimes your goal is to make business people look friendly, relaxed and accessible—like someone you would like to do business with. You need one set of skills to work with the visual professionals and another to work with the portrait subjects. I work mainly with "real people," not models or actors. I'm very good at helping people lose their fear of appearing unattractive or stupid. I talk to them about their interests and reassure them that I will help them with poses, expressions and details.

What do you think are the most important skills a portrait photographer should have?

The most important skill is to like people! Lighting is the key to getting people to look good as well as creating mood and impact. But being able to effectively talk to people is just as important.

What equipment do you use?

I'm almost 100 percent digital now, and I shoot with the Fuji S3. Depending on the concept I'm trying to communicate, I might shoot environmental portraits with a medium-wide lens.



© Bobbi Lane

Bobbi Lane is often hired to create portraits of business people and is challenged to make each one interesting and unique. Here, she photographed David Comptois, whose business, Beantown Productions, creates on-air television promotions for shows such as "The Simpsons." Lane lit the subject with a soft box and photographed him from above using a wide-angle lens.

Otherwise, the 85mm is my favorite. I prefer fast lenses so I can shoot available light with very little depth of field. I work with a variety of lights, including strobes by Dynalite and Calumet. I think the Calumet Travelite is a great monolight. I use everything for modifiers: umbrellas, soft boxes, grids, beauty dishes, and Fresnel spotlights. Sometimes I just use white cards as reflectors for a very natural look. It's all about matching the direction and quality of light with the concept.

What is the bare minimum of equipment necessary for someone just getting started?

Photographers must have a high-quality camera and lenses. You can rent lenses that are too expensive to buy at first, but your basic package should be your personal equipment. People starting out do well with monolights because they are reasonably priced. The bare minimum is two heads, but three is better so you can have a main light, a hair and a background light. Umbrellas, soft boxes and grid spots are absolute necessities. All other attachments are choices. I have a saying in photography, "Everything depends upon everything." I can give you basic formulas, but it really depends upon the need of each particular photograph.

Is there a difference between making a portrait for the subject and making a portrait for the photographer?

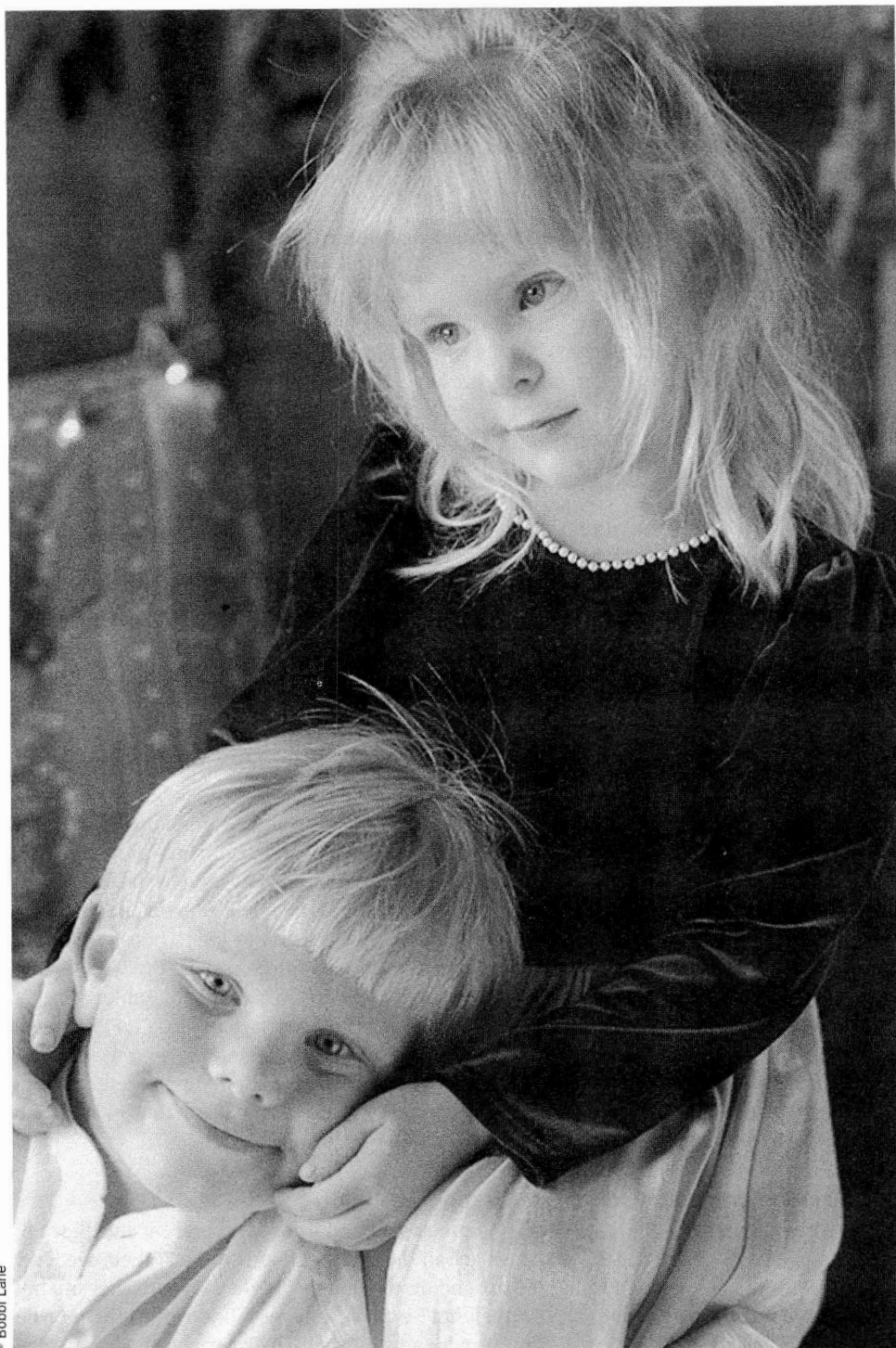
Normally, a portrait for the subject is a flattering approach, so the photographer uses her skills to make the subject look the best she can. That can be challenging with some people. And it is limiting. I really prefer the portraits I do to have an impact or meaning. That doesn't mean I make the subject look bad, but my priorities are different. I find that some people prefer the more interpretive portraits once they see them.

How do you make your subjects feel comfortable and give them direction? Does this vary depending on the type of client?

If you are pushy or insensitive, it's difficult to get the reaction and expressions you want. I put my ego completely aside, and put my subject first. It's not about the photographer; it's about the subject. I always start out asking them questions about themselves and then responding to what they say, which prompts more questions. People like to talk about themselves, especially when they have an interested audience. I listen to their concerns and reassure them that I will guide them throughout the photography session. I'm also funny. People relax when they laugh. I have a bunch of tricks I use with difficult subjects to get them to laugh with me. If I am willing to look silly, it helps loosen them up. I do give them a lot of direction, and I also get them to breathe. People have a tendency to tense up and hold their breath. I ask them to close their eyes, take a deep breath and imagine they are in a relaxing place, like by a stream, or sitting under a tree in a meadow. Sometimes I ask them to do this a dozen times during the session. It works.

What advice can you give for photographing children?

I love working with kids because there is no pretension and usually no preconceived idea of what it's like to be photographed. I always get on the floor with kids to be at their eye level and play with them. I get really silly, roll around on the floor—and they love it! They are not used to an adult acting like the fool, so they have a blast. I never talk down to them or do baby talk. They are intelligent and fully functioning people. Just because they are small doesn't mean they don't understand you. If possible, I send the parents out of the room, or at least out of the child's direct line of sight. The parents often want to control the kids, and the kids realize they can push their parents' buttons. So if the parents are not prominent, I



© Bobbi Lane

Lane likes to have fun with the children she photographs and enjoys their lack of pretension. She photographed these children using only the light from a big window and a fill card reflector.

can communicate directly with the kids, and we have a blast. I involve them in the process by showing them the lights, the camera and the images on the digital camera.

You teach a workshop called Portraits Unplugged, which teaches photographers how to use available light to the best advantage in portraits. What are some secrets to making excellent available-light portraits?

The workshop is designed to help people “see the light” and then learn how to effectively utilize it or manipulate it with reflectors and scrims. Natural light is always a wonderful surprise with its variety. Still, it depends upon the point of the photograph—matching the light to the idea. I always take lights when I go on location, but if I have good available light, I will use it. What I love about Portraits Unplugged is that it’s so organic. Sometimes people are more relaxed when there is less equipment around. Plus you can shoot anywhere! There’s nothing better than natural light once you know how to work with it. I love finding situations with a good window as a main light and a smaller one off to the side that functions as a slash or rim light. When I go on location, I don’t scout the location—I scout the light. I can make just about any background work if I have the kind of light I want.

There seems to be a trend toward more documentary-style photography for weddings as well as other types of portraiture. Do you think this is a trend that will last?

I think all trends are exactly that, trends. If you try to be the “flavor of the day,” your business will also go in and out of style. I love the documentary style, and I think it’s very effective in the right situation. I love to see it in weddings because it’s broken the typical ritualistic wedding poses and has brought a freshness to the industry. It’s important for photographers to find their own personal style instead of following a trend. And in the long run, we all reinvent ourselves many times.

What other trends do you see in portrait photography? How can a photographer keep up with styles in portraiture?

Find your voice, which means developing a greater understanding of yourself and bringing that out. Be flexible. I can shoot any style that anyone wants, but it wouldn’t necessarily be my choice. I love shooting with a small depth of field, and I like using various camera techniques like shaking the camera, dragging the shutter, odd angles, and using new equipment such as Lensbabies. For years everything was classical and perfect: totally sharp, exact exposure, perfect composition, accurate color. Now you see all the rules being broken, and it’s wonderful because it has such an emotional impact. Who cares if it’s sharp as long as it conveys an emotion? Photographers need to stay current through workshops, studying magazines and attending art exhibits. They should then incorporate what they like into their own work.

What are some other ways to make income from portraits? Fine art? Stock? Any other ideas?

In the fine art world, very few people buy portraits of people they don’t know, unless they are nudes. Celebrities are big sellers. Otherwise, unless the portrait was made by a famous photographer, portraits don’t sell. Stock is a great business, and I tell all my students that it should be part of their business plan. Model-released, lifestyle portraits will always sell, especially if they illustrate a concept. If they are not model-released, your market is severely limited to textbooks. Even though, legally, releases aren’t required for editorial, most magazines don’t want to take chances. In fact, a lot of stock agencies now say don’t even bother giving them images that aren’t released. Go online and look at the stock agencies to get



© Bobbi Lane

"There's nothing better than natural light once you know how to work with it," says Lane. She created this striking portrait of a Native American traditional dancer in the sunlight of late afternoon.

ideas about the kinds of images they want. A friend of mine hired an older couple and photographed them in a variety of situations: walking on the beach, picnicking, biking, etc. That one day of shooting made more than \$100,000 over a period of five or six years. I don't want to make it sound too easy, though. Shooting stock requires hiring models, wardrobe, makeup and styling, props and locations. It can cost thousands of dollars to produce, but eventually pays off.

Sean Arbabi

Lifestyle Photographer Takes His Business to the Next Level



by Donna Poehner

Travel and lifestyle photographer, Sean Arbabi, has photographed in places most of us only dream about. His business is based in California, but assignments have taken him to Mexico, South America, Southeast Asia, the United Kingdom, Glacier National Park and the Florida Keys, just to name a few. Arbabi shoots lifestyle, travel and resort images for advertising, corporate and editorial clients. His client list includes high-profile businesses such as American Express, The North Face, Timex and Fuji Film. His editorial clients include *Backpacker*, *National Geographic Adventure and Traveler*, *The New York Times*, *Runner's World* and Condé Nast Publications.

After graduating from Brooks Institute in 1991, Arbabi decided to pursue his passion: outdoor and travel photography. "When you're young, you think if you do good work, you'll keep getting jobs," he says. Arbabi was shooting mainly for editorial clients at that time, and they did keep him busy. He was also amassing a collection of stock images he licensed through Corbis. However, after working as an editorial travel photographer for a few years, Arbabi decided to change his business model. He realized that editorial assignments alone would never take his business to the next level.

So Arbabi took his business down a new path and began marketing his services toward higher-paying clients, such as advertising, design and corporate. He has retained his editorial clients but does not rely on them exclusively. "One four-day shoot in advertising is equivalent to three one-week shoots of editorial," Arbabi explains. Last year he signed on with photo representative Michael Powditch to help him infiltrate the advertising and corporate markets. "Fortunately or unfortunately, perception is important in business, and if you have a rep taking your book around, it appears that you are bigger and more successful," says Arbabi. He also wanted an objective opinion of his work from an expert such as Powditch, and advice on how best to present himself and his work. Powditch advised him to create two portfolios: one for advertising and design clients and one for corporate clients. These two areas are reflected on Arbabi's Web site (www.seanarbabi.com) where he offers his "advertising book" and his "corporate book." Powditch also advised Arbabi to compile two different print portfolios: The advertising portfolio has 20 conceptual images that reveal Arbabi's unique photographic perspective. These images are more about a look and a feel rather than any particular subject matter or content. The corporate portfolio has 50 of Arbabi's best adventure, lifestyle and people images. "If *National Geographic* wants to know what I do, I show them collections of stories I've done. If the ad agency McCann-Erickson wants to see something, I show them the 20 images that just show a style and an 'eye,' " explains Arbabi.

Through his Web site, Arbabi also licenses images from his own stock collection of over 250,000 images. When Corbis offered its photographers a revised contract in 1999, Arbabi did not sign it. He has never regretted it. Arbabi makes this comparison of independent photographers, such as himself, with the stock photography giants, Corbis and Getty: “We are the mom and pop shops and those guys are the Wal-Marts. You cannot compete against that. You can only compete in customer service and change your business model, which is what I’m doing.” Arbabi admits that most photo editors don’t want to go to hundreds of smaller agencies, looking for what they need. “When budgets get cut they can go to Corbis or Getty and get everything in one place for a discount,” he says.

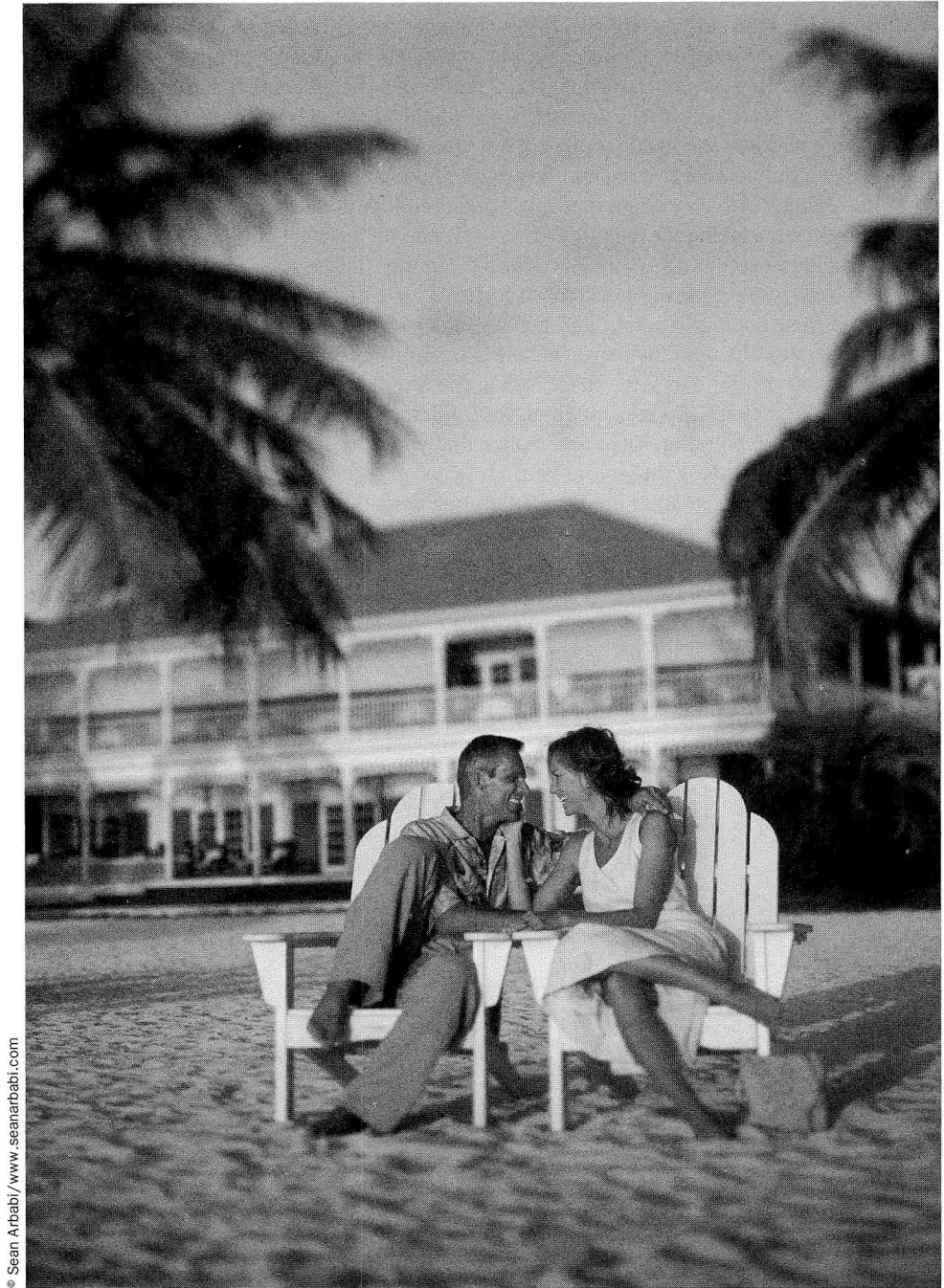
Arbabi realizes that the big stock photo agencies have their own bottom line in mind (not necessarily their photographers’), and he can’t blame them for that. However, he cautions photographers to examine their own business models to see if they are serving them well and if they will continue to serve them well in the future. Arbabi says his business changes every three to five years. “At first you think you’re changing your business because something you’re doing is not working. Then you realize that you *have to* change it simply to adapt to the changes that are going on around you,” he says.

Arbabi’s Web site is an important part of his business. It houses a searchable stock collection, and it also displays the categories of work he does, such as advertising, editorial, corporate, fine art gallery prints and workshops. He sends a print self-promotion mailing to clients three or four times a year, but relies mainly on e-mail promotions because they are free. He has a database of 8,000 names of art buyers in the major ad agencies and design firms, as well as editorial clients. Five or six times a year he sends an e-mail promotion containing one image and a link to his Web site. He likes using the e-mail format because he can change the images in the promo quickly and easily. He advises photographers to put themselves in the shoes of the photo buyers they are contacting—in other words, be courteous. “Give them



© Sean Arbabi/www.seanarbabi.com

This image is one of 20 in Sean Arbabi’s advertising portfolio. It can be used to portray a range of concepts: excitement, joy, reach for the sky, soaring high. “I expect a variety of clients to license the image, from insurance companies to travel-based groups to magazines to clothing catalogs,” says Arbabi.



© Sean Arbabi/www.seanarbabi.com

This image, part of Arbabi's corporate portfolio, was originally shot for a timeshare resort in the Florida Keys. He includes it in his portfolio to show the type of lifestyle images he can create for clients in the resort and travel businesses. To create the image, Arbabi first scouted the location, then hired the models as well as two assistants and a stylist.

a way out,” he says. “If you call them, ask, ‘Have I reached you at a bad time?’ When using e-mail, always give the photo buyers a chance to opt out of receiving future e-mails from you.”

Arbabi says if you want to be a professional photographer, you need to look at how much you charge for your services, not just the fact that your work is being published. Learn to negotiate. He also advises joining professional organizations such as ASMP, reading industry publications such as *Photo District News*, and attending seminars. But most important of all: “Run it like a business!” he says. Being a professional photographer is not always about photography.

In addition to his work as a commercial travel photographer, Arbabi started teaching photography workshops six years ago. “I didn’t want to start teaching workshops too early in my career because I wanted to be able to say, ‘I’ve traveled the world and done all these things.’” he says. The fact that he is a working professional photographer, not someone who teaches workshops for a living, brings legitimacy to his teaching.

Arbabi says every job is different and pushes him to achieve more. He still feels challenged by his work and appreciates the opportunities the travel affords. “I try to realize what I am doing at that moment, and soak it in,” he says. After several years as a travel photographer, though, he’s finally gotten the travel bug out of his system. Still, he has to admit he’s had some memorable assignments in breathtaking locations. One assignment to photograph an adventure race landed him in Borneo, sliding down a mountainside in torrential rain, carrying 70 pounds of gear. (Travel photography isn’t all fun—it’s often a lot of work!) While he was in Borneo, Arbabi wanted to visit the interior jungles to get a glimpse of the Penan tribe, who are struggling to preserve their way of life in the jungles. When he saw the Penan people emerge from the jungle, he said to himself, “This isn’t Disneyland; this is real!” It was an experience he’ll never forget.

Consumer Publications



© 2006 Gerry Lemmo

Research is the key to selling any kind of photography. If you want your work to appear in a consumer publication, you're in luck. Magazines are the easiest market to research because they're available on newsstands and at the library and at your doctor's office and . . . you get the picture. So, do your homework. Before you send your query or cover letter and samples, and before you drop off your portfolio on the prescribed day, look at a copy of the magazine. The library is an especially helpful place when searching for sample copies because they're free and there will be at least a year's worth of back issues right on the shelf.

Once you've read a few issues and feel confident your work is appropriate for a particular magazine, it's time to hit the keyboard. Most first submissions take the form of a query or cover letter and samples. So what kind of letter do you send? That depends on what kind of work you're selling. If you simply want to let an editor know you're available for assignments or have a list of stock images appropriate for the publication, send a cover letter, a short business letter that introduces you and your work and tells the editor why your photos are right for the magazine. If you have an idea for a photo essay or plan to provide the text and photos for an article, you should send a query letter, a 1- to 1½-page letter explaining your story or essay idea and why you're qualified to shoot it. (You'll find a sample query letter on the next page.)

Both kinds of letters can include a brief list of publication credits and any other relevant information about yourself. Both also should be accompanied by a sample of your work—a tearsheet, a slide or a printed piece, but never an original negative. Be sure your sample photo is of something the magazine might publish. It will be difficult for the editor of a mountain biking magazine to appreciate your skills if you send a sample of your fashion work.

If your letter piques the interest of an editor, he or she may want to see more. If you live near the editorial office, you can schedule an appointment to show your portfolio in person. Or you can inquire about the drop-off policy—many magazines have a day or two each week when artists can leave their portfolios for art directors. If you're in Wichita and the magazine is in New York, you'll have to send your portfolio through the mail. Consider using FedEx or UPS; both have tracking services that can locate your book if it gets waylaid on its journey. If the publication accepts images in a digital format (most do these days), you can send more samples of your work via e-mail or on a CD—whatever the publication prefers. Make sure you ask first. If you have a Web site, you can provide the photo buyer with the link.

To make your search for markets easier, consult the Subject Index in the back of this book. The index is divided into topics, and markets are listed according to the types of photographs they want to see. Consumer Publications is the largest section in this book, so take a look at the Subject Index on page 509 before you tackle it.

Sample Query Letter

You may also include your Web site in your contact information.

Make sure to address letter to the current photo contact.

Show that you are familiar with the magazine.

Briefly explain your reason for querying.

Enclose copies of relevant work or direct them to your Web site. Never send originals.

Always include a self-addressed, stamped envelope for the magazine's reply.

February 6, 2006

Alicia Pope
2984 Hall Avenue
Cincinnati, OH 45206
e-mail: amp@shoot.net

Connie Albright
Coastal Life
1234 Main Street
Cape Hatteras, NC 27954

Dear Ms. Albright:

I enjoy reading *Coastal Life*, and I'm always impressed with the originality of the articles and photography. The feature on restored lighthouses in the June 2004 edition was spectacular.

I have traveled to many regions along the eastern seaboard and have photographed in several locations along the coast. I have enclosed samples of my work, including 20 slides of lighthouses, sea gulls, sand castles, as well as people enjoying the seaside at all times of the year. I have included vertical shots that would lend themselves to use on the cover. I have also included tearsheets from past assignments with *Nature Photographer*. You may keep the tearsheets on file, but I have enclosed a SASE for the return of the slides when you are done reviewing them.

If you feel any of these images would be appropriate for an upcoming issue of *Coastal Life*, please contact me by phone or e-mail. If you would like to see more of my coast life images, I will be happy to send more.

I look forward to hearing from you in the near future.

Sincerely,

Alicia Pope

AAA MIDWEST TRAVELER

Auto Club of Missouri, 12901 N. Forty Dr., St. Louis MO 63141. (314)523-7350. Fax: (314)523-6982. E-mail: dreinhardt@aaamissouri.com. Web site: www.aaatravelermags.com. **Contact:** Deborah Reinhardt, managing editor. Circ. 470,000. Bimonthly. Emphasizes travel and driving safety. Readers are members of the Auto Club of Missouri. Sample copy and photo guidelines free with SASE (use large manila envelope) or on Web site.

Needs Buys 3-5 photos/issue. "We use four-color photos inside to accompany specific articles. Our magazine covers topics of general interest, historical (of Midwest regional interest), profile, travel, car care and driving tips. Our covers are full-color photos mainly corresponding to an article inside. Except for cover shots, we use freelance photos only to accompany specific articles." Model release preferred. Photo captions required.

Specs Accepts images in digital format. Send via Zip as TIFF files at minimum of 300 dpi.

Making Contact & Terms Send query letter with résumé of credits and list of stock photo subjects. Does not keep samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$400 for color cover; \$75-200 for color inside. **Pays on acceptance.** Credit line given. Buys first, second and electronic rights.

Tips "Send an 8½×11 SASE for sample copies and study the type of covers and inside work we use. Photo needs driven by an editorial calendar/schedule. Write to request a copy and include SASE."

ACROSS THE BOARD MAGAZINE

The Conference Board, 845 Third Ave., New York NY 10022-6679. (212)339-0455. E-mail: spiezio@conference-board.org or atb@conference-board.org. Web site: www.conference-board.org. **Contact:** Serena Spiezio, creative director. Circ. 30,000. Estab. 1976. General interest business magazine published bimonthly. Readers are senior executives in large corporations.

Needs Uses 10-15 photos/issue; some supplied by freelancers. Wide range of needs, including location portraits, industrial, workplace, social topics, environmental topics, government and corporate projects, foreign business (especially East and West Europe and Asia).

Specs Accepts digital images.

Making Contact and Terms Query by e-mail only; place the word "Photo" in the subject line. "No phone queries, please." Cannot return material. Pays \$125-400 for inside; up to \$1,500 for cover; \$400/day for assignments. Buys one-time rights.

Tips "Our style is journalistic, and we are assigning photographers who are able to deliver high-quality photographs with an inimitable style. We are interested in running full photo features with business topics from the U.S. or worldwide. If you are working on a project, e-mail us. Interested in any business-related stories."

ADIRONDACK LIFE

P.O. Box 410, Jay NY 12941-0410. (518)946-2191. Fax: (518)946-7461. E-mail: khogg@adirondacklife.com. Web site: www.adirondacklife.com. **Contact:** Kelly Hogg, photo editor. Circ. 50,000. Consumer magazine. "Emphasizes the Adirondack region and the North Country of New York State in articles covering outdoor activities, history, and natural history directly related to the Adirondacks. *Adirondack Life* attempts to capture the unique flavor and ethos of the Adirondack mountains and North Country region through feature articles directly pertaining to the qualities of the area." Photo guidelines available on Web site.

Needs Wants photos of environmental, landscapes/scenics, wildlife. "All photos must be taken in the Adirondacks." Reviews photos with or without a manuscript.

Specs Accepts color transparencies of any size; b&w prints no larger than 8×10. Digital images output to paper may be submitted.

Making Contact & Terms Pays \$400 maximum for color cover. Pays \$150 maximum for b&w or color inside. Credit line given.

ADVENTURE CYCLIST

P.O. Box 8308, Missoula MT 59807. (406)721-1776, ext. 222. Fax: (406)721-8754. E-mail: editor@adventurecycling.org. Web site: www.adventurecycling.org/mag. **Contact:** Mike Deme, editor. Circ. 43,000. Estab. 1974. Publication of Adventure Cycling Association. Magazine published 9 times/year. Emphasizes bicycle touring. Sample copy and photo guidelines free with 9×12 SAE and 4 first-class stamps. Guidelines also available on Web site.

Needs Cover photos. Model release preferred. Photo captions required.

Making Contact & Terms Submit portfolio for review. Responds in 6-9 weeks. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

AFTER FIVE MAGAZINE

P.O. Box 492905, Redding CA 96049. (800)637-3540. Fax: (530)335-5335. Web site: www.after5online.com. **Contact:** Craig Harrington, publisher. Monthly tabloid. Emphasizes news, arts and entertainment. Circ. 32,000. Estab. 1986.

Needs Buys 1-2 photos from freelancers/issue; 2-24 photos/year. Needs scenic photos of northern California. Also wants regional images of wildlife, rural, adventure, automobiles, entertainment, events, health/fitness, hobbies, humor, performing arts, sports, travel. Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, e-mail, Jaz, Zip as TIFF, JPEG, EPS files at 150 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Previously published work OK. Pays \$60 for b&w or color cover; \$20 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Need photographs of subjects north of Sacramento to Oregon-California border, plus southern Oregon. Query first."

AIM MAGAZINE

P.O. Box 1174, Maywood IL 60153. E-mail: apiladoone@aol.com. Web site: www.aimmagazine.org. **Contact:** Myron Apilado, editor/publisher. Associate Editor: Ruth Apilado. Circ. 7,000. Estab. 1974. Quarterly magazine dedicated to promoting racial harmony and peace. Readers are high school and college students, as well as those interested in social change. Sample copy available for \$5 with 9×12 SAE and 6 first-class stamps.

Needs Uses 10 photos/issue; 40 photos/year. Needs "ghetto pictures, pictures of people deserving recognition, etc." Needs photos of "integrated schools with high achievement." Model release required.

Specs Uses b&w prints.

Making Contact & Terms Send unsolicited photos by mail for consideration; include SASE. Responds in 1 month. Simultaneous submissions OK. Pays \$25-50 for b&w cover; \$5-10 for b&w inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips Looks for "positive contributions and social and educational development."



© 2006 Gerry Lemmo

Gerry Lemmo has supplied *Adirondack Life* with photos and articles for many years. When the magazine requested images of black bears, Lemmo submitted three images, including this one, which appeared on the October 2003 cover. *Adirondack Life* paid Lemmo \$300 for the cover photo and \$250 for a double spread inside the magazine. Lemmo advises other wildlife photographers to be patient, persistent and get out often to photograph.

ALABAMA LIVING

P.O. Box 244014, Montgomery AL 36124. (334)215-2732. Fax: (334)215-2733. E-mail: dgates@areapower.com. Web site: www.alabamaliving.com. **Contact:** Darryl Gates, editor. Circ. 375,000. Estab. 1948. Monthly publication of the Alabama Rural Electric Association. Emphasizes rural and suburban lifestyles. Readers are older males and females living in small towns and suburban areas. Sample copy free with 9×12 SAE and 4 first-class stamps.

Needs Buys 1-3 photos from freelancers/issue; 12-36 photos/year. Needs photos of babies/children/teens, nature/wildlife, gardening, rural, agriculture, humor, southern region, some scenic and Alabama specific; anything dealing with the electric power industry. Special photo needs include vertical scenic cover shots. Photo captions preferred; include place and date.

Specs Accepts images in digital format. Send via CD, Zip as EPS, JPEG files at 400 dpi.

Making Contact & Terms Send query letter with stock list or transparencies ("dups are fine") in negative sleeves. Keeps samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK "if previously published out-of-state." Pays \$75-200 for color cover; \$50 for color inside; \$60-75 for photo/text package. **Pays on acceptance.** Credit line given. Buys one-time rights; negotiable.

ALASKA: Exploring Life on The Last Frontier

301 Arctic Slope Ave., Suite 300, Anchorage AK 99518. (907)272-6070. Web site: www.alaskamagazine.com. **Contact:** Tim Blum, art director. Circ. 140,000. Estab. 1935. Monthly magazine. Readers are people interested in Alaska. Sample copy available for \$4. Photo guidelines free with SASE or on Web site.

Needs Buys 500 photos/year, supplied mainly by freelancers. Photo captions required.

Making Contact & Terms Send carefully edited, captioned submission of 35mm, 2¼×2¼ or 4×5 transparencies. Include SASE for return of material. Also accepts images in digital format; check guidelines before submitting. Responds in 1 month. Pays \$50 maximum for b&w photos; \$75-500 for color photos; \$300 maximum/day; \$2,000 maximum/complete job; \$300 maximum/full page; \$500 maximum/cover. Buys limited rights, First North American serial rights and electronic rights.

Tips "Each issue of *Alaska* features a 4- to 6-page photo feature. We're looking for themes and photos to show the best of Alaska. We want sharp, artistically composed pictures. Cover photo always relates to stories inside the issue."

ALTERNATIVES JOURNAL: Canadian Environmental Ideas & Action

Faculty of Environmental Studies, University of Waterloo, Waterloo ON N2L 3G1 Canada. (519)888-4545. Fax: (519)746-0292. E-mail: mruby@fes.uwaterloo.ca. Web site: www.alternativesjournal.ca. **Contact:** Marcia Ruby, production coordinator. Circ. 5,000. Estab. 1971. Bimonthly magazine. Emphasizes environmental issues. Readers are activists, academics, professionals, policy makers. Sample copy free with 9×12 SAE and 2 first-class stamps.

- "Alternatives is a nonprofit organization whose contributors are all volunteer. We are able to give a small honorarium to artists and photographers. This in no way should reflect the value of the work. It symbolizes our thanks for their contribution to Alternatives."

Needs Buys 4-8 photos from freelancers/issue; 48-96 photos/year. Subjects vary widely depending on theme of each issue. "We need action shots of people involved in environmental issues." Upcoming themes: climate change, waste, aid and art. Reviews photos with or without a manuscript. Photo captions preferred; include who, when, where, environmental significance of shot.

Specs Accepts images in digital format. Send via CD, e-mail as JPEG files at 300 dpi.

Making Contact & Terms "E-mail your Web address/electronic portfolio." Simultaneous submissions and previously published work OK. Pays on publication. Buys one-time rights; negotiable.

Tips "Alternatives covers Canadian and global environmental issues. Strong action photos or topical environmental issues are needed—preferably with people. We also print animal shots. We look for positive solutions to problems and prefer to illustrate the solutions rather than the problems. Freelancers need a good background understanding of environmental issues. You need to know the significance of your subject before you can powerfully present its visual perspective."

AMC OUTDOORS

Appalachian Mountain Club, 5 Joy St., Boston MA 02108. (617)523-0655. Fax: (617)523-0722. E-mail: amcpublishing@outdoors.org. Web site: www.outdoors.org. **Contact:** Photo Editor. Circ. 70,000. Estab. 1908. Magazine published 10 times/year (monthly except double issues in January/February and July/August). "Our 94,000 members do more than just read about the outdoors; they get out and play. More than just another regional magazine, *AMC Outdoors* provides information on hundreds of AMC-sponsored adventure and education programs. With award-winning editorial, advice on Northeast destinations and trip planning, recommendations

and reviews of the latest gear, AMC chapter news and more, *AMC Outdoors* is the primary source of information about the Northeast outdoors for most of our members." Photo guidelines free with SASE.

Needs Buys 6-12 photos from freelancers/issue; 100 photos/year. Needs photos of adventure, environmental, landscapes/scenics, wildlife, health/fitness/beauty, sports, travel. Other specific photo needs: people, including older adults (50+ years), being active outdoors. "We seek powerful outdoor images from the Northeast U.S., or non-location-specific action shots (hiking, skiing, snowshoeing, paddling, etc.) Our needs vary from issue to issue, based on content, but are often tied to the season."

Specs Uses color prints or 35mm slides. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 250-300 dpi. Lower resolution OK for review of digital photos.

Making Contact & Terms Previously published work OK. Pays \$300 (negotiable) for color cover; \$50-100 (negotiable) for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We do not run images from other parts of the U.S. or from outside the U.S. unless the landscape background is 'generic.' Most of our readers live and play in the Northeast, are intimately familiar with the region in which they live, and enjoy seeing the area and activities reflected in living color in the pages of their magazines."

\$ \$ ☐ AMERICAN ANGLER, The Magazine of Fly Fishing and Fly Tying

Morris Communications, 160 Benmont Ave., Bennington VT 05201. (802)447-1518. Fax: (802)447-2471. E-mail: americanangler@flyfishingmagazines.com. Web site: www.americanangler.com. **Contact:** Phil Monahan, editor. Circ. 63,500. Estab. 1978. Bimonthly consumer magazine covering "fly fishing only. More how-to than where-to, but we need shots from all over. More domestic than foreign. More trout, salmon, and steelhead than bass or saltwater." Sample copy available for \$6 and 9×12 SAE with Priority Mail Flat Rate Envelope with \$4.05. Photo guidelines available on Web site.

Needs Buys 10 photos from freelancers/issue; 60 photos/year. "Most of our photos come from writers of articles." Wants photos that convey "the spirit, essence and exhilaration of fly fishing. Always need good fish-behavioral stuff—spawning, rising, riseforms, etc." Photo captions required.

Specs Prefers slides or digital images via CD or e-mail at 300 dpi; must be very sharp with good contrast.

Making Contact & Terms Send query letter with samples, brochure, stock photo list, tearsheets. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Portfolio review by prior arrangement. Query deadline: 6-10 months prior to cover date. Submission deadline: 5 months prior to cover date. Responds in 6 weeks to queries; 1 month to samples. Simultaneous submissions and previously published work OK—"but only for inside 'editorial' use—not for covers, prominent feature openers, etc." Pays \$600 for color cover; \$30-350 for color inside. Pays on publication. Credit line given. Buys one-time rights, first rights for covers.

Tips "We are sick of the same old shots: grip and grin, angler casting, angler with bent rod, fish being released. Sure, we need them, but there's a lot more to fly fishing. Don't send us photos that look exactly like the ones you see in most fishing magazines. Think like a storyteller. Let me know where the photos were taken, at what time of year, and anything else that's pertinent to a fly fisher."

☐ AMERICAN ARCHAEOLOGY

The Archaeological Conservancy, 5301 Central NE #902, Albuquerque NM 87108. (505)266-9668. Fax: (505)266-0311. E-mail: tacmag@nm.net. Web site: www.americanarchaeology.org. **Contact:** Vicki Singer, art director. Circ. 35,000. Estab. 1997. Quarterly consumer magazine. Sample copies available.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD at 300 dpi or higher.

Making Contact & Terms Send query letter with résumé, photocopies and tearsheets. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months to queries. Previously published work OK. Pays \$50 and up for occasional stock images; assigns work by project (pay varies); negotiable. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "Study our magazine. Include accurate and detailed captions."

\$ \$ ☐ AMERICAN FORESTS MAGAZINE

734 15th St. NW, 8th Floor, Washington DC 20005. (202)737-1944, ext. 203. Fax: (202)737-2457. E-mail: mrobbs@amfor.org. Web site: www.americanforests.org. **Contact:** Michelle Robbins, editor. Circ. 25,000. Estab. 1895. Quarterly publication of American Forests. Emphasizes use, enjoyment and management of forests and other natural resources. Readers are "people from all walks of life, from rural to urban settings, whose main common denominator is an abiding love for trees, forests or forestry." Sample copy and photo guidelines free with magazine-sized envelope and 7 first-class stamps.

Needs Buys 32 photos from freelancers/issue; 128 photos/year. Needs woods scenics, wildlife, woods use/

management, and urban forestry shots. "Also shots of national champion trees; contact editor for details." Photo captions required; include who, what, where, when and why.

Specs Uses 35mm or larger. Accepts images in digital format. Send link to viewing platform, or send via CD or FTP as TIFF files at 300 dpi.

Making Contact & Terms "We regularly review portfolios from photographers to look for potential images for upcoming issues or to find new photographers to work with." Send query letter with résumé of credits. Include SASE for return of material. Responds in 4 months. Pays \$400 for color cover; \$90-200 for color inside; \$75-100 for b&w inside; \$250-2,000 for text/photo package. **Pays on acceptance.** Credit line given. Buys one-time rights and rights for use in online version of magazine.

Tips "Please identify species in tree shots if possible."

THE AMERICAN GARDENER

American Horticultural Society, 7931 E. Boulevard Dr., Alexandria VA 22308-1300. (703)768-5700. Fax: (703)768-7533. E-mail: editor@ahs.org. Web site: www.ahs.org. **Contact:** Mary Yee, art director/managing editor. Circ. 34,000. Estab. 1922. Bimonthly magazine. Sample copy available for \$5. Photo guidelines free with SASE or via e-mail request.

Needs Uses 35-50 photos/issue. Needs photos of plants, gardens, landscapes. Reviews photos with or without a manuscript. Photo captions required; include complete botanical names of plants including genus, species and botanical variety or cultivar.

Specs Prefers color, 35mm slides and larger transparencies or high-res JPEG or TIFF files at 300 dpi with a canvas size of at least 3×5 inches. Digital images should be submitted on a CD.

Making Contact & Terms Send query letter with samples, stock list. Photographer will be contacted for portfolio review if interested. Does not keep samples on file; include SASE for return of material. Pays \$300 maximum for color cover; \$40-125 for color inside. Pays on publication. Credit line given. Buys one-time North American and non-exclusive rights.

Tips "Lists of plant species for which photographs are needed are sent out to a selected list of photographers approximately 10 weeks before publication. We currently have about 20 photographers on that list. Most of them have photo libraries representing thousands of species. Before adding photographers to our list, we need to determine both the quality and quantity of their collections. Therefore, we ask all photographers to submit both some samples of their slides (these will be returned immediately if sent with a SASE) and a list indicating the types and number of plants in their collection. After reviewing both, we may decide to add the photographer to our photo call for a trial period of 6 issues (1 year)."

AMERICAN HUNTER

NRA, 11250 Waples Mill Rd., Fairfax VA 22030. (703)267-1336. Fax: (703)267-3971. E-mail: publications@nrahq.org. Web site: www.nrapublications.org. **Contact:** J. Scott Olmsted, editor-in-chief. Circ. 1 million. Monthly magazine of the National Rifle Association. Sample copy and photo guidelines free with 9×12 SAE.

Needs Uses wildlife shots and hunting action scenes. Photos purchased with or without accompanying manuscript. Seeks general hunting stories on North American game. Model release required "for every recognizable human face in a photo." Photo captions preferred.

Specs Uses 35mm color transparencies. Accepts images in digital format. Send via CD as TIFF, GIF, JPEG files at 300 dpi. Vertical format required for cover.

Making Contact & Terms Send material by mail for consideration; include SASE for return of material. Responds in 3 months. Pays \$75-450/transparency; \$450-600 for color cover; \$300-800 for text/photo package. Pays on publication. Credit line given. Buys one-time rights.

Tips "Most successful photographers maintain a file in our offices so editors can select photos to fill holes when needed. We keep files on most North American big game, small game, waterfowl, upland birds, and some exotics. We need live hunting shots as well as profiles and portraits in all settings. Many times there is not enough time to call photographers for special needs. This practice puts your name in front of the editors more often and increases the chances of sales."

AMERICAN MOTORCYCLIST

13515 Yarmouth Dr., Pickerington OH 43147. (614)856-1900. Fax: (614)856-1935. E-mail: ama@ama-cycle.org. Web site: www.amadirectlink.com. **Contact:** Bill Wood, director of communications. Managing Editor: Grant Parsons. Circ. 245,000. Monthly magazine of the American Motorcyclist Association. Emphasizes people involved in, and events dealing with, all aspects of motorcycling. Readers are "enthusiastic motorcyclists, investing considerable time in road riding or all aspects of the sport." Sample copy available for \$1.50.

Needs Buys 10-20 photos/issue. Subjects include: travel, technical, sports, humorous, photo essay/feature and celebrity/personality. Photo captions preferred.

Specs Prefers images in digital format. Send via CD as TIFF, GIF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples to be kept on file for possible future assignments. Responds in 3 weeks. Pays \$50-150/photo; \$250 minimum for cover. Also buys photos in photo/text packages according to same rate; pays \$8/column inch minimum for story. Pays on publication. Buys first North American serial rights.

Tips "The cover shot is tied in with the main story or theme of that issue and generally needs to be submitted with accompanying manuscript. Show us experience in motorcycling photography, and suggest your ability to meet our editorial needs and complement our philosophy."

AMERICAN TURF MONTHLY

747 Middle Neck Rd., Suite 103, Great Neck NY 11024. (516)773-4075. Fax: (516)773-2944. E-mail: editor@americanturf.com. Web site: www.americanturf.com. **Contact:** James Corbett, editor-in-chief. Circ. 30,000. Estab. 1946. Monthly magazine covering Thoroughbred horse racing, especially aimed at horseplayers and handicappers.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of celebrities, racing action, horses, owners, trainers, jockeys. Reviews photos with or without a manuscript. Photo captions preferred; include who, what, where.

Specs Uses glossy color prints. Accepts images in digital format. Send via CD, floppy disk, Zip as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with CD, prints. Provide business card to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays \$150 minimum for color cover; \$25 minimum for b&w or color inside. Pays on publication. Credit line given. Buys all rights.

Tips "Like horses and horse racing."

ANCHOR NEWS

75 Maritime Dr., Manitowoc WI 54220. (920)684-0218. Fax: (920)684-0219. E-mail: museum@WisconsinMaritime.org. Web site: www.WisconsinMaritime.org. **Contact:** Sarah Spude-Olson, marketing specialist. Circ. 1,100. Quarterly publication of the Wisconsin Maritime Museum. Emphasizes Great Lakes maritime history. Readers include learned and lay readers interested in Great Lakes history. Sample copy available for 9×12 SAE and \$1 postage. Photo guidelines free with SASE.

Needs Uses 8-10 photos/issue; infrequently supplied by freelance photographers. Needs historic/nostalgic, personal experience and general interest articles on Great Lakes maritime topics. How-to and technical pieces and model ships and shipbuilding are OK. Special needs include historic photography or photos that show current historic trends of the Great Lakes. Photos of waterfront development, bulk carriers, sailors, recreational boating, etc. Model release required. Photo captions required.

Specs Accepts images in digital format. Send via CD, e-mail as JPEG files at 300 dpi minimum.

Making Contact & Terms Send 4×5 or 8×10 glossy b&w prints by mail for consideration; include SASE for return of material. Simultaneous submissions and previously published work OK. Pays in copies on publication. Credit line given. Buys first North American serial rights.

Tips "Besides historic photographs, I see a growing interest in underwater archaeology, especially on the Great Lakes, and underwater exploration—also on the Great Lakes. Sharp, clear photographs are a must. Our publication deals with a wide variety of subjects; however, we take a historical slant with our publication. Therefore photos should be related to a historical topic in some respect. Also, there are current trends in Great Lakes shipping. A query is most helpful. This will let the photographer know exactly what we are looking for and will help save a lot of time and wasted effort."

ANIMAL TRAILS

2660 Petersburg St., Herndon VA 20171. E-mail: animaltrails@yahoo.com. Quarterly publication for keeping animal memories past and present.

Needs Needs photos of environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, pets, religious, rural, performing arts, agriculture, product shots/still life—as related to animals. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. "A photograph or two is requested but not required. Illustrations and artwork are also accepted." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

APERTURE

547 W. 27th St., 4th Floor, New York NY 10001. (212)505-5555. E-mail: editorial@aperture.org. Web site: www.aperture.org. **Contact:** Michael Famighetti, managing editor. Circ. 30,000. Quarterly. Emphasizes fine-art and contemporary photography, as well as social reportage. Readers include photographers, artists, collectors, writers.

Needs Uses about 60 photos/issue; biannual portfolio review. Model release required. Photo captions required.

Making Contact & Terms Submit portfolio for review in January and July; include SASE for return of material. Responds in 2 months. No payment. Credit line given.

Tips "We are a nonprofit foundation. Do not send portfolios outside of January and July."

\$ APPALACHIAN TRAIL JOURNEYS

P.O. Box 807, Harpers Ferry WV 25425. (304)535-6331. Fax: (304)535-2667. E-mail: kmallow@appalachiantrail.org. Web site: www.appalachiantrail.org. **Contact:** Marty Bartels, director of marketing & communications. Circ. 35,000. Estab. 2005. Bimonthly publication of the Appalachian Trail Conservancy. Uses only photos related to the Appalachian Trail. Readers are conservationists, hikers. Photo guidelines available on Web site.

Needs Buys 4-5 photos from freelancers/issue in addition to 2- to 4-page "Vistas" spread each issue; 50-60 photos/year. Most frequent need is for candid photos of people enjoying the trail. Photo captions and release required.

Specs Uses 5×7 or larger glossy b&w prints or 35mm transparencies. Accepts images in digital format at 300 dpi.

Making Contact & Terms Send query letter with ideas by mail, e-mail. Duplicate slides preferred over originals for query. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays on publication. Pays \$250 for cover; variable for inside. Credit line given. Rights negotiable.

\$ AQUARIUM FISH MAGAZINE

P.O. Box 6050, Mission Viejo CA 92690. Fax: (949)855-3045. E-mail: aquariumfish@bowtieinc.com. Web site: www.aquariumfish.com. **Contact:** Patricia Knight, managing editor. Estab. 1988. Monthly magazine. Emphasizes aquarium fish. Readers are both genders, all ages. Photo guidelines free with SASE, via e-mail or on Web site.

Needs Buys 30 photos from freelancers/issue; 360 photos/year. Needs photos of aquariums and fish, freshwater and saltwater; ponds.

Specs Uses 35mm slides, transparencies; original prints are preferred. Accepts digital images—"but digital image guidelines must be strictly followed for submissions to be considered."

Making Contact & Terms Send slides, transparencies, original prints (no laser printouts) or CDs (no DVDs) by mail for consideration; include SASE for return of material. Pays \$200 for color cover; \$15-150 for color inside. Pays on publication. Credit line given. Buys first North American serial rights.

\$ \$ ASCENT MAGAZINE: yoga for an inspired life

837 Rue Gilford, Montreal QC H2J 1P1 Canada. (514)499-3999. Fax: (514)499-3904. E-mail: design@ascentmagazine.com. Web site: www.ascentmagazine.com. **Contact:** Joe Ollmann, art director. Circ. 11,000. Estab. 1999. "A quarterly magazine that presents unique perspectives on yoga and spirituality; explores what it means to be truly human, think deeply and live a meaningful life in today's world. The writing is intimate and literary." Sample copy available for \$11. Photo guidelines available via e-mail or on Web site.

Needs Buys 12 photos from freelancers/issue; 48 photos/year. Specific photo needs: yoga, meditation; "artwork that is abstract, quirky and unique." Interested in alternative process, avant garde, documentary, fine art. Reviews photos with or without a manuscript. Model release required; property release preferred. Photo captions preferred; include title, artist, date.

Specs Uses glossy color and/or b&w prints. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months to queries and portfolios. Previously published work OK. Pays in Canadian dollars: \$300-500 for color cover; \$50-350 for b&w inside. Pays on publication. Credit line given. Buys first rights; negotiable.

Tips "Connect with the simplicity of the magazine's design, and be willing to work with content. Please review artist guidelines and themes on Web site."

** \$ ASTRONOMY**

21027 Crossroads Circle, Waukesha WI 53187. (262)796-8776. Fax: (262)798-6468. E-mail: mbakich@astronomy.com. Web site: www.astronomy.com. **Contact:** Michael Bakich, photo editor. Circ. 133,000. Estab. 1973. Monthly magazine. Emphasizes astronomy, science and hobby. Median reader: 52 years old, 86% male, income approximately \$75,000/year. Sample copy available for \$3. Photo guidelines free with SASE or via Web site.

Needs Buys 70 photos from freelancers/issue; 840 photos/year. Needs photos of astronomical images. Model/property release preferred. Photo captions required.

Specs Accepts images in high-resolution digital format ("RAW preferred, but JPEG is acceptable"). Also can accept conventional photos in most formats ("the larger the better").

Making Contact & Terms Send duplicate images by mail for consideration. Keeps samples on file. Responds in 1 month. Pays \$100 for cover; \$25 for routine uses. Pays on publication. Credit line given.

\$\$\$ ATLANTA HOMES & LIFESTYLES

1100 Johnson Ferry Rd. NE, Suite 595, Atlanta GA 30342. (404)252-6670. Web site: www.atlantahomesmag.com. **Contact:** Gill Autrey, creative director. Editor: Clinton Ross Smith. Circ. 34,000. Estab. 1983. Monthly magazine. Covers residential design (home and garden); food, wine and entertaining; people, lifestyle subjects in the Metro Atlanta area. Sample copy available for \$3.95.

Needs Needs photos of homes (interior/exterior), people, decorating ideas, products, gardens. Model/property release required. Photo captions preferred.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format.

Making Contact & Terms Contact creative director to review portfolio. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 months. Simultaneous submissions and previously published work OK. Pays \$150-750/job. **Pays on acceptance.** Credit line given. Buys one-time rights.

\$\$\$ ATLANTA PARENT

2346 Perimeter Park Dr., Atlanta GA 30341. (770)454-7599. Fax: (770)454-7699. E-mail: rmintz@atlantaparent.com. Web site: www.atlantaparent.com. **Contact:** Robin Mintz, general manager. Circ. 110,000. Estab. 1983. Monthly magazine. Emphasizes parents, families, children, babies. Readers are parents with children ages 0-18. Sample copy available for \$3.

Needs Needs professional-quality photos of babies, children involved in seasonal activities, parents with kids and teenagers. Also needs photos showing racial diversity. Model/property release required.

Specs Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples via e-mail. Keeps samples on file for future consideration. Simultaneous submissions and previously published work OK. Pays after publication. Credit line given.

\$\$\$ AUTO RESTORER

P.O. Box 6050, Mission Viejo CA 92690. (949)855-8822, ext. 3412. Fax: (949)855-3045. E-mail: tkade@fancypub.com. Web site: www.autorestormagazine.com. **Contact:** Ted Kade, editor. Circ. 60,000. Estab. 1989. Monthly magazine. Emphasizes restoration of collector cars and trucks. Readers are 98% male, professional/technical/managerial, ages 35-65.

Needs Buys 47 photos from freelancers/issue; 564 photos/year. Needs photos of auto restoration projects and restored cars. Reviews photos with accompanying manuscript only. Model/property release preferred. Photo captions required; include year, make and model of car; identification of people in photo.

Specs Prefers transparencies, mostly 35mm, 2 1/4 x 2 1/4. Accepts images in high-resolution digital format. Send via CD at 240 dpi with minimum width of 5 inches.

Making Contact & Terms Submit inquiry and portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions OK. Pays \$50 for b&w cover; \$35 for b&w inside. Pays on publication. Credit line given. Buys first North American serial rights.

Tips Looks for "technically proficient or dramatic photos of various automotive subjects, auto portraits, detail shots, action photos, good angles, composition and lighting. We're also looking for photos to illustrate how-to articles such as how to repair a damaged fender or how to repair a carburetor."

\$\$\$ BABYTALK

135 W. 50th St., 3rd Floor, New York NY 10020. (212)522-6242. Fax: (212)467-1747. E-mail: nancy_smith@timeinc.com. Web site: www.babytalk.com. **Contact:** Nancy Smith, art director. Estab. 1937. Monthly magazine with a non-newstand circulation of 2 million; distributed via subscription and through physicians' offices and retail outlets. Readers are new mothers and pregnant women. Sample copies available upon request.

Making Contact & Terms Send query letter and printed samples; include URL for your Web site. After introductory mailing, send follow-up postcard every 3 months. Samples are kept on file. Responds only if interested. Portfolios not required. **Pays on acceptance.** Buys one-time rights, reprint rights, all rights, electronic rights. Finds freelancers through agents, artists' submissions, word of mouth and sourcebooks.

Tips "Please, no calls or e-mails. Postcards or mailers are best. We don't look at portfolios unless we request them. Web sites listed on mailers are great."

\$\$\$ BACKPACKER MAGAZINE

135 N. Sixth St., Emmaus PA 18098. (610)967-8371. Fax: (610)967-8181. E-mail: jackie.ney@rodale.com. Web site: www.backpacker.com. **Contact:** Jackie Ney, photo editor. Photo Assistant: Genny Wright (genny.wright@rodale.com; (610)967-7754). Magazine published 9 times/year. Readers are male and female, ages 35-45. Photo guidelines available on Web site or free with SASE marked Attn: Guidelines.

Needs Buys 80 photos from freelancers/issue; 720 photos/year. Needs transparencies of people backpacking, camping, landscapes/scenics. Reviews photos with or without a manuscript. Model/property release required.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 72 dpi for review (300 dpi needed to print).

Making Contact & Terms Send query letter with résumé of credits, photo list and example of work to be kept on file. Sometimes considers simultaneous submissions and previously published work. Pays \$500-1,000 for color cover; \$100-600 for color inside. Pays on publication. Credit line given. Rights negotiable.

\$\$\$ BACKYARD LIVING

Reiman Media Group, Inc., 5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8436. E-mail: photocoordinator@reimanpub.com. Web site: www.backyardlivingmagazine.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 2004. Bimonthly magazine. Readers are ages 30-60, 60% female, 40% male; enjoy gardening, outside entertaining and weekend projects—heavy interest in “amateur” gardening of both vegetables and flowers, backyard dining and grilling for family and friends, as well as quick weekend projects such as building a dog house. *Backyard Living* is a fun, useful hands-on magazine that helps readers quickly and easily create and enjoy the backyard of their dreams. Sample copy available for \$2.

Needs Buys 40 photos from freelancers/issue; 240 photos/year. Needs photos of backyard gardening (both flowers and vegetables), outdoor entertaining in private yards and weekend home projects. Covers should include “human element” so that it looks like a backyard setting. Also include vacant space or selective focus for type to read clearly. Particular needs: backyard makeovers (befores and afters); backyard entertaining; gardening features with how-tos.

Specs Accepts color transparencies and images in digital format. Send e-files via lightboxes or CD/DVD with printed thumbnails and caption sheet.

Making Contact & Terms Send query letter with résumé of credits, stock list. Send unsolicited photos by mail for consideration. Keep samples on file (tearsheets; no dupes); include SASE for return of material. Responds in 3 months for first review. Simultaneous submissions and previously published work OK. Buys stock only. Pays \$300 for cover; \$200 for back cover; \$100-300 for inside. Pays on publication. Credit line given. Buys one-time rights. Purchases “work for hire with electronic rights to the published images from the assignment.”

Tips “We want lifestyle images; action is welcome. Study our magazine thoroughly—those who can supply what we need can expect to be regular contributors. Very interested in photos of people involved in typical backyard activities. *Backyard Living* is an opportunity to see your photos used large and beautiful, in all their glory. Design is outstanding, making your work portfolio-quality.”

\$\$\$ BALLOON LIFE

9 Madeline Ave., Westport CT 06880. (203)629-1241. E-mail: bill_armstrong@balloonlife.com. Web site: www.balloonlife.com. **Contact:** Bill Armstrong, editor. Circ. 4,000. Estab. 1986. Bimonthly magazine. Emphasizes sport ballooning. Readers are sport balloon enthusiasts. Sample copy free with 9×12 SAE and 6 first-class stamps. Photo guidelines free with SASE or on Web site.

Needs Rarely buys stock photos. Query first about the magazine’s anticipated stock needs; include stock list. “The use of photos in the magazine is editorially driven; all photos, including the cover, must relate directly to inside editorial.” Assignments are occasionally made to shoot either specific events, flights or subjects. Model/property release preferred. Photo captions preferred.

Specs Prefers images in digital format. Send via CD as TIFF, JPEG files at 300 dpi. Also accepts 35mm transparencies; color or b&w prints.

Making Contact & Terms Send prints, transparencies or digital images on CD-ROM by mail for consideration. Include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$50 for cover; \$15 for inside. Pays on publication. Credit line given. Buys first North American serial rights.

Tips “Generally, photographs should be accompanied by a story. Cover the basics first—good exposure, sharp focus, color saturation, etc. Then get creative with framing and content. Often we look for one single photograph that tells readers all they need to know about a specific flight or event. We’re evolving our coverage of balloon events into more than just ‘pretty balloons in the sky.’ I’m looking for photographers who can go the next step and capture the people, moments in time, unusual happenings, etc., that make an event unique. Query first with interest in the sport, access to people and events, experience shooting balloons or other outdoor special events.”

 BASEBALL

2660 Petersborough St., Herndon VA 20171. E-mail: shannonaswriter@yahoo.com. Quarterly magazine covering baseball. Photo guidelines available by e-mail request.

Needs Wants photos of baseball scenes featuring children and teens; photos of celebrities, couples, multicultural, families, parents, environmental, landscapes/scenics, wildlife, agriculture—as related to the sport of baseball. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. “If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs is acceptable. If you plan to send a disk, photographs or portfolio, please send an e-mail stating this.” Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. “A few photographs sent with CD are requested but not required. Illustrations and artwork are also accepted.” Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time, first rights; negotiable.

 BC OUTDOORS: HUNTING & SHOOTING

OP Publishing Ltd., 1080 Howe St., Suite 900, Vancouver BC V6Z 2T1 Canada. (604)606-4644. Fax: (604)687-1925. E-mail: cwhitteker@oppublishing.com. Web site: www.oppublishing.com. **Contact:** Chelsea Whitteker, managing editor. Art Director: Shannon Swanson. Circ. 35,000. Estab. 1945. Biannual magazine emphasizing hunting, RV camping, wildlife and management issues in British Columbia only. Sample copy available for \$4.95 Canadian.

Needs Buys 30-35 photos from freelancers/issue; 60-70 photos/year. “Hunting, canoeing and camping. Family oriented. By far, most photos accompany manuscripts. We are always on the lookout for good covers—wildlife, recreational activities, people in the outdoors—of British Columbia, vertical and square format. Photos with manuscripts must, of course, illustrate the story. There should, as far as possible, be something happening. Photos generally dominate lead spread of each story. They are used in everything from double-page bleeds to thumbnails. Column needs basically supplied in-house.” Model/property release preferred. Photo captions or at least full identification required.

Specs Prefers images in digital format. Send via e-mail at 300 dpi.

Making Contact & Terms Send by mail for consideration actual 5×7 or 8×10 color prints; 35mm, 2¼×2¼, 4×5 or 8×10 color transparencies; color contact sheet. If color negative, send jumbo prints, then negatives only on request. E-mail high-resolution electronic images. Send query letter with list of stock photo subjects. Include SASE or IRC. Pays in Canadian currency. Simultaneous submissions not acceptable if competitor. Editor determines payments. Pays on publication. Credit line given. Buys one-time rights for inside shots; for covers, “we retain the right for subsequent promotional use.”

 BC OUTDOORS: SPORT FISHING & OUTDOOR ADVENTURE

OP Publishing Ltd., 1080 Howe St., Suite 900, Vancouver BC V6Z 2T1 Canada. (604)606-4644. Fax: (604)687-1925. E-mail: cwhitteker@oppublishing.com. Web site: www.oppublishing.com. **Contact:** Chelsea Whitteker, managing editor. Art Director: Shannon Swanson. Circ. 35,000. Estab. 1945. Magazine published 7 times/year. Emphasizes fishing, both fresh and salt water. Sample copy available for \$4.95 Canadian.

Needs Buys 30-35 photos from freelancers/issue; 180-210 photos/year. “Fishing (in our territory) is a big need—people in the act of catching or releasing fish. Family oriented. By far, most photos accompany manuscripts. We are always on the lookout for good covers—fishing, wildlife, recreational activities, people in the outdoors—of British Columbia, vertical and square format. Photos with manuscripts must, of course, illustrate the story. There should, as far as possible, be something happening. Photos generally dominate lead spread of each story. They are used in everything from double-page bleeds to thumbnails. Column needs basically supplied in-house.” Model/property release preferred. Photo captions or at least full identification required.

Specs Prefers images in digital format. Send via e-mail at 300 dpi.

Making Contact & Terms Send by mail for consideration actual 5×7 or 8×10 color prints; 35mm, 2¼×2¼, 4×5 or 8×10 color transparencies; color contact sheet. If color negative, send jumbo prints, then negatives only on request. E-mail high-resolution electronic images. Send query letter with list of stock photo subjects. Include SASE or IRC. Pays in Canadian currency. Simultaneous submissions not acceptable if competitor. Editor determines payments. Pays on publication. Credit line given. Buys one-time rights for inside shots; for covers, “we retain the right for subsequent promotional use.”

 THE BEAR DELUXE MAGAZINE

Orlo, P.O. Box 10342, Portland OR 97296. (503)242-1047. E-mail: bear@orlo.org. Web site: www.orlo.org. **Contact:** Kristen Rogers, art director. Circ. 20,000. Estab. 1993. Quarterly magazine. “We use the arts to focus

on environmental themes." Sample copy available for \$3. Photo guidelines available for SASE.

Needs Buys 10 photos from freelancers/issue; 40 photos/year. Needs photos of environmental, landscapes/scenics, wildlife, adventure, political. Reviews photos with or without a manuscript. Model release required (as needed); property release preferred. Photo captions preferred; include place, year, photographer, names of subjects.

Specs Uses 8 × 10 matte b&w prints. Accepts images in digital format. Send via CD, Zip, or low-res e-mail files.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies. Portfolio may be dropped off by appointment. Provide résumé, self-promotion piece to be kept on file for possible future assignments. Responds in 6 months to queries; 2 months to portfolios. Only returns materials if appropriate SASE included. Not liable for submitted materials. Simultaneous submissions and previously published work OK as long as it is noted as such. Pays \$200 for b&w cover; \$30-50 for b&w inside. Pays approximately 3 weeks after publication. Credit line given. Buys one-time rights; negotiable.

Tips "Read the magazine. We want unique and unexpected photos, not your traditional nature or landscape stuff."

📷 BIRD TIMES

Pet Publishing, Inc., 7-L Dundas Circle, Greensboro NC 27407-1645. (336)292-4047. Fax: (336)292-4272. E-mail: editorial@petpublishing.com. Web site: www.birdtimes.com. **Contact:** Rita Davis, executive editor. Bimonthly magazine. Emphasizes pet birds, birds in aviculture, plus some feature coverage of birds in nature. Sample copy available for \$5 and 9 × 12 SASE. Photo guidelines free with SASE.

Needs Needs photos of pet birds. Special needs arise with story schedule. Common pet birds are always in demand (cockatiels, parakeets, etc.) Photo captions required; include common and scientific name of bird, additional description as needed. "Accuracy in labeling is essential."

Specs Prefers digital images scanned full-size at 266 dpi on CD-ROM for submission.

Making Contact & Terms Send unsolicited material by mail for consideration, "but please include SASE if you want it returned." Pays \$100 for color cover; \$20 for color inside. Pays on publication. Buys all rights; negotiable.

Tips "We seek good composition (indoor or outdoor). Photos must be professional and of publication quality—good focus and contrast. We work regularly with a few excellent freelancers, but are always seeking new contributors."

📷 [S] BIRD WATCHER'S DIGEST

149 Acme St., Marietta OH 45750. (740)373-5285. E-mail: editor@birdwatchersdigest.com. Web site: www.birdwatchersdigest.com. **Contact:** Bill Thompson III, editor. Circ. 99,000. Bimonthly; digest size. Emphasizes birds and bird watchers. Readers are bird watchers/birders (backyard and field, veterans and novices). Sample copy available for \$3.99. Photo guidelines available on Web site.

Needs Buys 25-35 photos from freelancers/issue; 150-210 photos/year. Needs photos of North American species.

Specs Accepts high-resolution (300 dpi) digital images via CD or DVD. "We appreciate quality thumbnails to accompany digital images."

Making Contact & Terms Send query letter with list of stock photo subjects, samples, SASE. Responds in 2 months. *Work previously published in other bird publications should not be submitted.* Pays \$75 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Query with slides to be considered for photograph want-list. Send a sample of at least 20 slides for consideration. Sample will be reviewed and responded to in 8 weeks."

📷 [A] [G] BIRD WATCHING MAGAZINE

EMAP Active Ltd., Bretton Court, Bretton, Peterborough PE3 8DZ United Kingdom. (44)(733)264-666. Fax: (44)(733)465-376. E-mail: sue.begg@emap.com. Web site: www.birdwatching.co.uk. **Contact:** Sue Begg, photo researcher. Circ. 22,000. Estab. 1986. Monthly hobby magazine for bird watchers. Sample copy free for SAE with first-class postage/IRC.

Needs Needs photos of "wild birds photographed in the wild, mainly in action or showing interesting aspects of behavior. Also stunning landscape pictures in birding areas and images of people with binoculars, telescopes, etc." Also considers travel, hobby and gardening shots related to bird watching. Reviews photos with or without a manuscript. Photo captions preferred.

Specs Uses 35mm, 2¼ × 2¼ transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 200 dpi.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Returns unsolicited material if SASE enclosed. Responds in 1 month. Simultaneous submissions OK. Pays £70-100 for color cover; £15-120 for color inside. Pays on publication. Buys one-time rights.

Tips "All photos are held on file here in the office once they have been selected. They are returned when used or a request for their return is made. Make sure all slides are well labeled: bird, name, date, place taken, photographer's name and address. Send sample of images to show full range of subject and photographic techniques."

\$\$\$ **BIRDER'S WORLD**

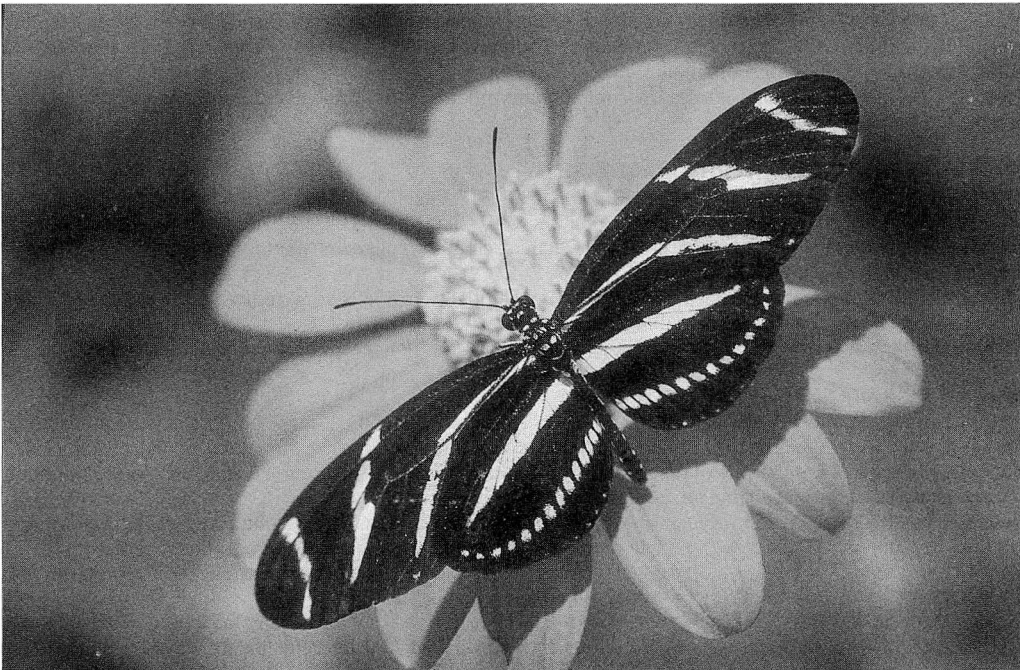
Kalmbach Publishing Co., 21027 Crossroads Circle, Waukesha WI 53187-1612. (262)796-8776, ext. 426. E-mail: emastroianni@birdersworld.com. Web site: www.birdersworld.com. **Contact:** Ernie Mastroianni, photo editor. Circ. 50,000. Estab. 1987. Bimonthly consumer magazine. Readers are avid birdwatchers, ornithologists and those interested in wildlife. Sample copy available for SAE with first-class postage. Photo guidelines available on Web site.

Needs Buys 30 photos from freelancers/issue; 180 photos/year. Needs photos of birds. Also interested in landscapes/scenics, other wildlife, travel. Reviews photos with or without a manuscript. Photo captions should include species of bird, date and place.

Specs Accepts images in "film or digital format. Send digital images via CD as TIFF or high-quality JPEG files at a size of at least 2,000 by 3,000 pixels."

Making Contact & Terms Send query letter with slides, transparencies or full-resolution digital images on CD to be kept on file. Responds in 1 month to queries and portfolios. Previously published work OK. Pays \$250 for color cover; \$50 minimum for color inside; \$125 for full page; \$200 for spread. Pays on publication. Credit line given. Buys one-time rights.

Tips "Our contributors are well-established wildlife photographers who submit photographs in response to an e-mail want list. To be considered for placement on the want list, submit a portfolio of 20-40 transparencies or full-resolution digital images on a CD with complete captions. Captions and photographer name must be included in the digital file metadata. We need images of birds in their natural habitat. We generally do not publish pictures of pets or birds in captivity. If an image is digitally altered or a composite, please tell us. We also publish our readers' best photos in our Gallery section, but we do not pay for gallery images."



© 2006 Chuck Graham

Chuck Graham receives *Birdwatcher's Digest's* bimonthly photo requests. He was able to supply this image of a zebra-winged butterfly for a backyard habitat story, which appeared in the January/February 2006 issue. Says Graham: "Submit your work only after reading guidelines, studying the publication and selecting only your best work."

\$\$\$ BIRDS & BLOOMS

Reiman Media Group, Inc., 5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: photocoordinator@reimanpub.com. Web site: www.birdsandblooms.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1994. Bimonthly magazine. Celebrates "the beauty in your own backyard." Readers are male and female, ages 40-70 (majority), who prefer to spend their spare time in their "outdoor living room." Heavy interest in "amateur" gardening, backyard bird-watching and bird-feeding. Sample copy available for \$2.

• *Birds & Blooms EXTRA* is published in the months between regular issues. Content and guidelines are the same.

Needs Buys 60 photos from freelancers/issue; 720 photos/year. Needs photos of gardening, backyard birds, landscapes, outdoor hobbies and seasonal.

Specs Prefers color transparencies, all sizes. Accepts images in digital format. Send via lightboxes, CD/DVD with printed thumbnails and caption sheet, or e-mail if first review selection is small (12 or less).

Making Contact & Terms Send query letter with résumé of credits, stock list. Send unsolicited photos by mail for consideration. Keeps samples on file (tearsheets; no dups); include SASE for return of material. Responds in 3 months for first review. Simultaneous submissions and previously published work OK. Buys stock only. Pays \$100-300 for inside; \$300 for cover; \$200 for back cover. Pays on publication. Credit line given. Buys one-time rights. "Magazine generates an annual book; you can count on most images appearing again in the annual at a re-use rate."

Tips "Technical quality is extremely important; focus must be sharp (no soft focus), and colors must be vivid so they 'pop off the page.' Study our magazine thoroughly—we have a continuing need for sharp, colorful images, and those who can supply what we need can expect to be regular contributors. Very interested in photos of people involved in typical backyard activities."

BLACKFLASH

Buffalo Berry Press, P.O. Box 7381, Station Main, Saskatoon SK S7K 4J3 Canada. (306)374-5115. E-mail: editor@blackflash.ca. Web site: www.blackflash.ca. **Contact:** Lissa Robinson, managing editor. Circ. 1,700. Estab. 1983. Canadian journal of photo-based and electronic arts published 3 times/year.

Needs Looking for "lens-based contemporary fine art and electronic arts practitioners." Reviews photos with or without a manuscript.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, BMP, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, slides, transparencies. Does not keep samples on file; will return material with SASE only. Simultaneous submissions OK. Pays when copy has been proofed and edited. Credit line given. Buys one-time rights.

Tips "We need alternative and interesting contemporary photography. Understand our mandate and read our magazine prior to submitting."

BLIND SPOT PHOTOGRAPHY MAGAZINE

210 11th Ave., 10th Floor, New York NY 10001. (212)633-1317. Fax: (212)627-9364. E-mail: editors@blindspot.com. Web site: www.blindspot.com. **Contact:** Editors. Circ. 20,000. Estab. 1992. Triannual magazine. Emphasizes fine art photography. Readers are creative designers, curators, collectors, photographers, ad firms, publishers, students and media. Sample copy available for \$14.

• Although this publication does not pay, the image quality inside is superb. It is worth submitting here just to get copies of an attractive publication.

Making Contact & Terms E-mail for permission to submit. Does not accept unsolicited submissions.

\$\$\$ BLUE RIDGE COUNTRY

P.O. Box 21535, Roanoke VA 24018. (540)989-6138. Fax: (540)989-7603. E-mail: photos@leisurepublishing.com. Web site: www.blueridgecountry.com. **Contact:** Cara Ellen Modisett, editor. Circ. 60,000. Estab. 1988. Bimonthly magazine. Emphasizes outdoor scenics, recreation, travel destinations in 9-state Blue Ridge Mountain region. Photo guidelines available for SASE or on Web site.

Needs Buys 20-40 photos from freelancers/issue; 100-300 photos/year. Needs photos of travel, scenics and wildlife. Seeking more scenics with people in them. Model release preferred. Photo captions required.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD at 300 dpi; low-res images okay for initial review, but accepted images must be high-res.

Making Contact & Terms Send query letter with list of stock photo subjects, samples with caption info and SASE. Responds in 2 months. Pays \$100-150 for color cover; \$40-100 for color inside. Pays on publication. Credit line given. Buys one-time rights.

\$\$\$ BOROUGH NEWS MAGAZINE

2941 N. Front St., Harrisburg PA 17110. (717)236-9526. Fax: (717)236-8164. E-mail: caccurti@boroughs.org. Web site: www.boroughs.org. **Contact:** Courtney Accurti, editor. Circ. 6,000. Estab. 2001. Monthly magazine

of Pennsylvania State Association of Boroughs. Emphasizes borough government in Pennsylvania. Readers are officials in municipalities in Pennsylvania. Sample copy free with 9×12 SAE and 5 first-class stamps.

Needs Number of photos/issue varies with inside copy. Needs "color photos of scenics (Pennsylvania), local government activities, Pennsylvania landmarks, ecology—for cover photos only; authors of articles supply their own photos." Special photo needs include street and road maintenance work; wetlands scenic. Model release preferred. Photo captions preferred; include identification of place and/or subject.

Specs Uses color prints and 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG, PSD files at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits and list of stock photo subjects. Send unsolicited photos by mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Pays \$30 for color cover. Pays on publication. Buys one-time rights.

Tips "We're looking for a variety of scenic shots of Pennsylvania for front covers of the magazine, especially special issues such as engineering, street/road maintenance, downtown revitalization, technology, tourism and historic preservation, public safety and economic development, and recreation."

\$\$\$ BOWHUNTER

6405 Flank Dr., Harrisburg PA 17112. (717)657-9555. E-mail: bowhunter@cowles.com. Web site: www.bowhunter.com. **Contact:** Mark Olszewski, art director. Editor: Dwight Schuh. Publisher: Jeff Waring. Circ. 180,067. Estab. 1971. Published 9 times/year. Emphasizes bow and arrow hunting. Sample copy available for \$2. Submission guidelines free with SASE.

Needs Buys 50-75 photos/year. Wants scenic (showing bowhunting) and wildlife (big and small game of North America) photos. "No cute animal shots or poses. We want informative, entertaining bowhunting adventure, how-to and where-to-go articles." Reviews photos with or without a manuscript.

Specs Uses 5×7, 8×10 glossy b&w and/or color prints, both vertical and horizontal format; 35mm and 2¼×2¼ transparencies; vertical format preferred for cover.

Making Contact & Terms Send query letter with samples, SASE. Responds in 2 weeks to queries; 6 weeks to samples. Pays \$50-125 for b&w inside; \$75-300 for color inside; \$600 for cover, "occasionally more if photo warrants it." **Pays on acceptance.** Credit line given. Buys one-time publication rights.

Tips "Know bowhunting and/or wildlife and study several copies of our magazine before submitting any material. We're looking for better quality, and we're using more color on inside pages. Most purchased photos are of big game animals. Hunting scenes are second. In b&w we look for sharp, realistic light, good contrast. Color must be sharp; early or late light is best. We avoid anything that looks staged; we want natural settings, quality animals. Send only your best, and, if at all possible, let us hold those we indicate interest in. Very little is taken on assignment; most comes from our files or is part of the manuscript package. If your work is in our files, it will probably be used. Some digital photography may be accepted—inquire by phone before submitting!"

BOYS' LIFE

Boy Scouts of America Magazine Division, 1325 W. Walnut Hill Lane, Irving TX 75038. (972)580-2358. Fax: (972)580-2079. Web site: www.boyslife.org. **Contact:** Photo Editor. Circ. 1.4 million. Estab. 1911. Monthly magazine. General interest youth publication. Readers are primarily boys, ages 8-18. Photo guidelines free with SASE.

● Boy Scouts of America Magazine Division also publishes *Scouting* magazine.

Needs "Most photographs are from specific assignments that freelance photojournalists shoot for *Boys' Life*. We license some stock monthly, mostly from PACA member agencies. Stock licensed is usually historic, nature or science."

Making Contact & Terms Interested in all photographers, "but do not send unsolicited images." Send query letter with list of credits. Pays \$500 base editorial day rate against placement fees. **Pays on acceptance.** Buys one-time rights.

Tips "Learn and read our publications before submitting anything."

BRANCHES

Uccelli Press, P.O. Box 85394, Seattle WA 98145-1394. E-mail: editor@uccellipress.com. Web site: www.branchesquarterly.com and www.uccellipress.com. **Contact:** Toni La Ree Bennett, editor. Estab. 2001. Quarterly online literary/fine art journal combining each verbal piece with a visual. Most verbal pieces are poetry. Sample copy available for \$8 and 9×12 SAE with \$1.29 first-class postage or \$10 with no envelope. Photo guidelines available for SASE or on Web site.

Needs Uses 25 photos from freelancers/issue; 100 photos/year. Needs photos of multicultural, families, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, rural, performing arts, travel. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal. Needs evocative,

daring, expressionistic, earthy, ethereal, truthful images. See Web site for examples. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include year photo was taken, location.

Specs Accepts images in digital format. Send as JPEG files at 72 dpi, approximately 768×512 pixels.

Making Contact & Terms Send query letter or e-mail with résumé, prints or Web URL to view images. Occasionally keeps samples on file if editor likes the photographer's style; include SASE for return of material. Responds in 6 weeks to queries and portfolios. Simultaneous submissions and previously published work OK. Pays nothing for online journal; \$25 minimum for cover of *Best of Branches* annual print version. Pays on publication. Credit line given. Buys one-time rights, first rights, right to archive electronically online and possibly reprint in annual anthology.

Tips "See Web site for examples of how I use art/photos together and what kind of images I run. Give me a link to your Web site where I could look at a body of work all at once. I am getting a lot of queries from professional photographers with impressive résumés and prices quoted for picture usage. But at this time, we are not able to pay for images used in the online version of *Branches*, as it does not generate income. If a work is published in *Branches* and consequently chosen to be in the annual print anthology *Best of Branches*, the artist/photographer will receive \$25. Uccelli Press also publishes books and may, on occasion, be looking for book covers. Please visit the press Web site for up-to-date information and click on 'For Artists/Photographers.' "

BRENTWOOD MAGAZINE

2118 Wilshire Blvd., #590, Santa Monica CA 90403. (310)395-5209. Fax: (310)390-0261. E-mail: jenny@brentwoodmagazine.com. Web site: www.brentwoodmagazine.com. **Contact:** Jenny Peters, editor-in-chief. Circ. 70,000. Bimonthly lifestyle magazine for an affluent California audience.

Needs Buys 10 photos from freelancers/issue; 60 photos/year. Needs photos of celebrities, wildlife, architecture, interiors/decorating, adventure, automobiles, entertainment, health/fitness, sports, travel. Interested in avant garde, fashion/glamour, historical/vintage, seasonal.

Specs Accepts images in digital format. Send via Zip as TIFF files at high-res dpi.

Making Contact & Terms Send query letter with résumé. Simultaneous submissions and previously published work OK. Payment varies. Pays on publication. Credit line given. Rights negotiable.

BRIARPATCH

2138 McIntyre St., Regina SK S4P 2R7 Canada. (306)525-2949. E-mail: editor@briarpatchmagazine.com. Web site: www.briarpatchmagazine.com. **Contact:** Dave Mitchell, editor. Circ. 2,000. Estab. 1973. Magazine published 8 times/year. Emphasizes Canadian and international politics, labor, environment, women, peace. Readers are left-wing political activists. Sample copy available for \$3.99 plus shipping.

Needs Buys 15-30 photos from freelancers/issue; 150-300 photos/year. Needs photos of Canadian and international politics, labor, environment, women, peace and personalities. Model/property release preferred. Photo captions preferred; include name of person(s) in photo, etc.

Specs Minimum 3×5 color or b&w prints.

Making Contact & Terms Send query letter with stock list. Send unsolicited photos by mail for consideration. "Do not send slides!" Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. "We cannot pay photographers for their work since we do not pay any of our contributors (writers, illustrators). We rely on volunteer submissions. When we publish photos, etc., we send photographer 5 free copies of magazine." Credit line given. Buys one-time rights.

Tips "We keep photos on file and send free magazines when they are published."

BRIDAL GUIDES

2660 Petersborough St., Herndon VA 20171. E-mail: BridalGuides@yahoo.com. Estab. 1998. Quarterly. Photo guidelines available by e-mail request.

Needs Buys 12 photos from freelancers/issue; 48-72 photos/year. Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, cities/urban, environmental, landscapes/scenics, wildlife, architecture, gardening, interiors/decorating, pets, religious, rural, adventure, entertainment, events, food/drink, health/fitness, performing arts, travel, agriculture—as related to weddings. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Also wants photos of weddings "and those who make it all happen, both behind and in front of the scene." Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. "If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs is acceptable. If you plan to send a disk, photo-

graphs or portfolio, please send an e-mail stating this." Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. "A photograph or two sent with CD is requested but not required. Illustrations and artwork are also accepted." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

THE BRIDGE BULLETIN

American Contract Bridge League, 2990 Airways Blvd., Memphis TN 38116-3847. (901)332-5586. Fax: (901)398-7754. E-mail: editor@acbl.org. Web site: www.acbl.org. Circ. 154,000. Estab. 1937. Monthly association magazine for tournament/duplicate bridge players. Sample copies available.

Needs Buys 4-5 photos/year. Reviews photos with or without a manuscript.

Specs Prefers high-res digital images, color only.

Making Contact & Terms Query by phone. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$100 or more for suitable work. Pays on publication. Credit line given. Buys all rights.

Tips Photos must relate to bridge. Call first.

CALLIOPE: Exploring World History

Cobblestone Publishing, 30 Grove St., Peterborough NH 03458. (603)924-7209. Fax: (603)924-7380. E-mail: cfbakeriii@meganet.net. Web site: www.cobblestonepub.com. **Contact:** Rosalie Baker, editor. Circ. 12,000. Estab. 1990. Magazine published 9 times/year, September through May. Emphasis on non-United States history. Readers are children ages 10-14. Sample copies available for \$5.95 with 9x12 or larger SAE and 5 first-class stamps. Photo guidelines available on Web site or free with SASE.

Needs Needs contemporary shots of historical locations, buildings, artifacts, historical reenactments and costumes. Reviews photos with or without accompanying manuscript. Model/property release preferred.

Specs Uses b&w and/or color prints; 35mm transparencies.

Making Contact & Terms Send query letter with stock photo list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds within 5 months. Simultaneous submissions and previously published work OK. Pays \$15-100 for inside; cover (color) photo payment negotiated. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Given our young audience, we like to have pictures that include people, both young and old. Pictures must be dynamic to make history appealing. Submissions must relate to themes in each issue."

CANADA LUTHERAN

302-393 Portage Ave., Winnipeg MB R3B 3H6 Canada. (204)984-9172. Fax: (204)984-9185. E-mail: canaluth@elcic.ca. Web site: www.elcic.ca/clweb. **Contact:** Trina Gallop, manager of communications. Circ. 14,000. Estab. 1986. Monthly publication of Evangelical Lutheran Church in Canada. Emphasizes faith/religious content, Lutheran denomination. Readers are members of the Evangelical Lutheran Church in Canada. Sample copy available for \$5 Canadian (includes postage).

Needs Buys 1-2 photos from freelancers/issue; 12-24 photos/year. Needs photos of people in worship, at work/play, etc. Canadian sources preferred.

Specs Accepts images in digital format. Send via CD, e-mail as JPEG files at 300 dpi minimum.

Making Contact & Terms Send sample prints and photo CDs by mail (include SASE for return of material) or send low-resolution images by e-mail. Pays \$75-125 for color cover; \$15-50 for b&w inside. Prices are in Canadian dollars. Pays on publication. Credit line given. Buys one-time rights.

Tips "Give us many photos that show your range. We prefer to keep them on file for at least a year. We have a short-term turnaround and turn to our file on a monthly basis to illustrate articles or cover concepts. Changing technology speeds up the turnaround time considerably when assessing images, yet forces publishers to think farther in advance to be able to achieve promised cost savings. U.S. photographers—send via U.S. mail. We sometimes get wrongly charged duty at the border when shipping via couriers."

CANADIAN HOMES & COTTAGES

2650 Meadowvale Blvd., Unit 4, Mississauga ON L5N 6M5 Canada. (905)567-1440. Fax: (905)567-1442. E-mail: editorial@homesandcottages.com. Web site: www.homesandcottages.com. **Contact:** Steven Chester, managing editor. Circ. 79,099. Bimonthly. Canada's largest building, renovation and home improvement magazine. Photo guidelines free with SASE.

Needs Needs photos of landscapes/scenics, architecture, interiors/decorating.

Making Contact & Terms Does not keep samples on file; cannot return material. Responds only if interested; send nonreturnable samples. **Pays on acceptance.** Credit line given.

CANADIAN RODEO NEWS

2116 27th Ave. NE, #223, Calgary AB T2E 7A6 Canada. (403)250-7292. Fax: (403)250-6926. E-mail: editor@rodeocanada.com. Web site: www.rodeocanada.com. **Contact:** Darell Hartlen, editor. Circ. 4,000. Estab. 1964. Monthly tabloid. Promotes professional rodeo in Canada. Readers are male and female rodeo contestants and fans—all ages.

Needs Wants photos of professional rodeo action or profiles.

Specs Uses color and/or b&w prints. Accepts images in digital format. Send via CD or e-mail as JPEG or TIFF files at 300 dpi.

Making Contact & Terms Send low-resolution unsolicited photos by e-mail for consideration. Phone to confirm if photos are usable. Keeps samples on file. Simultaneous submissions and previously published work OK. Pays \$25 for color cover; \$15 for b&w or color inside. Pays on publication. Credit line given. Rights negotiable.

Tips "Photos must be from or pertain to professional rodeo in Canada. Phone to confirm if subject/material is suitable before submitting. *CRN* is very specific in subject."

CANOE & KAYAK

P.O. Box 3146, Kirkland WA 98083-3146. (425)827-6363. Fax: (425)827-1893. E-mail: photos@canoekayak.com. Web site: www.canoekayak.com. **Contact:** Art Director. Circ. 63,000. Estab. 1973. Bimonthly magazine. Emphasizes a variety of paddle sports, as well as how-to material and articles about equipment. For upscale canoe and kayak enthusiasts at all levels of ability. Also publishes special projects. Sample copy free with 9 × 12 SASE.

Needs Buys 25 photos from freelancers/issue; 150 photos/year. Needs photos of canoeing, kayaking, ocean touring, canoe sailing, fishing when compatible to the main activity, canoe camping but not rafting. No photos showing disregard for the environment, be it river or land; no photos showing gasoline-powered, multi-hp engines; no photos showing unskilled persons taking extraordinary risks to life, etc. Accompanying manuscripts for "editorial coverage striving for balanced representation of all interests in today's paddling activity. Those interests include paddling adventures (both close to home and far away), camping, fishing, flatwater, whitewater, ocean kayaking, poling, sailing, outdoor photography, how-to projects, instruction and historical perspective. Regular columns feature paddling techniques, conservation topics, safety, interviews, equipment reviews, book/movie reviews, new products and letters from readers." Photos only occasionally purchased without accompanying manuscript. Model release preferred "when potential for litigation." Property release required. Photo captions preferred.

Specs Uses 5 × 7, 8 × 10 glossy b&w prints; 35mm, 2¼ × 2¼, 4 × 5 transparencies; color transparencies for cover; vertical format preferred. Accepts images in digital format. Send via CD, Zip as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Interested in reviewing work from newer, lesser-known photographers. Query or send material. "Let me know those areas in which you have particularly strong expertise and/or photofile material. Send best samples only and make sure they relate to the magazine's emphasis and/or focus. (If you don't know what that is, pick up a recent issue before sending me unusable material.) We will review dupes for consideration only. Originals required for publication. Also, if you have something in the works or extraordinary photo subject matter of interest to our audience, let me know! It would be helpful to me if those with substantial reserves would supply indexes by subject matter." Include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK, in noncompeting publications. Pays \$500-700 for color cover; \$75-200 for b&w inside; \$75-350 for color inside. Pays on publication. Credit line given. Buys one-time rights, first serial rights and exclusive rights.

Tips "We have a highly specialized subject, and readers don't want just any photo of the activity. We're particularly interested in photos showing paddlers' faces; the faces of people having a good time. We're after anything that highlights the paddling activity as a lifestyle and the urge to be outdoors." All photos should be "as natural as possible with authentic subjects. We receive a lot of submissions from photographers to whom canoeing and kayaking are quite novel activities. These photos are often clichéd and uninteresting. So consider the quality of your work carefully before submission if you are not familiar with the sport. We are always in search of fresh ways of looking at our sport. All paddlers must be wearing life vests/PFDs."

CAPE COD LIFE INCLUDING MARTHA'S VINEYARD & NANTUCKET

270 Communication Way, #6A, Hyannis MA 02601-1883. (508)775-9800. Fax: (508)775-9801. E-mail: pconrad@capecodlife.com. Web site: www.capecodlife.com. **Contact:** Pam Conrad, art director. Circ. 45,000. Estab. 1979. Bimonthly magazine. Emphasizes Cape Cod lifestyle. Also publishes *Cape Cod & Islands Home*. Readers are 55% female, 45% male, upper income, second home, vacation homeowners. Sample copy available for \$4.95. Photo guidelines free with SASE.

Needs Buys 30 photos from freelancers/issue; 180 photos/year. Needs "photos of Cape and Island scenes, southshore and south coast of Massachusetts, people, places; general interest of this area." Subjects include boating and beaches, celebrities, families, environmental, landscapes/scenics, wildlife, architecture, gardening,

interiors/decorating, rural, adventure, events, travel. Interested in fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model release required; property release preferred. Photo captions required; include location.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via e-mail or FTP as TIFF files at 300 dpi.

Making Contact & Terms Submit portfolio for review. "Photographers should not drop by unannounced. We prefer photographers to mail portfolio, then follow up with a phone call 1 to 2 weeks later." Send unsolicited photos by mail for consideration. Keeps samples on file. Simultaneous submissions and previously published work OK. Pays \$225 for color cover; \$25-175 for b&w or color inside, depending on size. Pays 30 days after publication. Credit line given. Buys one-time rights; reprint rights for *Cape Cod Life* reprints; negotiable.

Tips "Write for photo guidelines. Mail photos to the attention of our art director, Pam Conrad. Photographers who do not have images of Cape Cod, Martha's Vineyard, Nantucket or the Elizabeth Islands should not submit." Looks for "clear, somewhat graphic slides. Show us scenes we've seen hundreds of times with a different twist and elements of surprise. Photographers should have a familiarity with the magazine and the region first. Prior to submitting, photographers should send a SASE to receive our guidelines. They can then submit works (via mail) and follow up with a brief phone call. We love to see images by professional-calibre photographers who are new to us, and prefer it if the photographer can leave images with us at least 2 months, if possible."

\$ THE CAPE ROCK

Southeast Missouri State University, Cape Girardeau MO 63701. (573)651-2500. E-mail: hhecht@semo.edu. Web site: <http://cstl-cla.semo.edu/hhecht>. **Contact:** Harvey Hecht, editor-in-chief. Circ. 1,000. Estab. 1964. Semiannual. Emphasizes poetry and poets for libraries and interested persons. Photo guidelines available on Web site.

Needs Uses 12 photos/issue (at least 10 must be "portrait format"); 24 photos/year. "We feature a single photographer each issue. Submit 25-30 thematically organized black-and-white glossies (at least 5×7), or send 5 pictures with plan for complete issue. We favor a series that conveys a sense of place. Seasons are a consideration, too: we have spring and fall issues. Photos must have a sense of place; e.g., an issue featuring Chicago might show buildings or other landmarks, people of the city (no nudes), travel or scenic. No how-to or products. Sample issues and guidelines provide all information a photographer needs to decide whether to submit to us." Model release not required, "but photographer is liable." Photo captions not required, "but photographer should indicate where series was shot."

Making Contact & Terms Send query letter with list of stock photo subjects, actual b&w photos, or submit portfolio by mail for review; include SASE for return of material. Response time varies. Pays \$100 and 10 copies of publication. Credit line given. Buys all rights, but will release rights to photographer on request.

Tips "We don't give assignments, but we look for a unified package put together by the photographer. We may request additional or alternative photos when accepting a package."

\$ CAREERFOCUS MAGAZINE

CPG Publications, 7300 W. 110th St., 7th Floor, Overland Park KS 66210. (913)317-2888. E-mail: nmpaige@careerfocusmagazine.com. Web site: www.careerfocusmagazine.com. **Contact:** N. Michelle Paige, executive editor. Circ. 250,000. Estab. 1988. Bimonthly magazine. Emphasizes career development. Readers are male and female African-American and Hispanic professionals, ages 21-45. Sample copy free with 9×12 SAE and 4 first-class stamps. Photo guidelines available on Web site.

Needs Uses approximately 40 photos/issue. Needs technology photos and shots of personalities; career people in computer, science, teaching, finance, engineering, law, law enforcement, government, hi-tech, leisure. Model release preferred. Photo captions required; include name, date, place, why.

Making Contact & Terms Send query letter via e-mail with résumé of credits and list of stock photo subjects. Keeps samples on file. Simultaneous submissions and previously published work OK. Responds in 1 month. Pays \$10-50 for color photos; \$5-25 for b&w photos. Pays on publication. Credit line given. Buys one-time rights.

Tips "Freelancer must be familiar with our magazine to be able to submit appropriate manuscripts and photos."

\$\$\$ CAREERS AND COLLEGES MAGAZINE

10 Abeel Rd., Cranbury NJ 08512. (609)619-8739. Fax: (609)395-0737. E-mail: jaynepenn@alloyeducation.com. Web site: www.careersandcolleges.com. **Contact:** Jayne Pennington, managing director. Circ. 750,000. Estab. 1980. Magazine published 3 times during school term and once during summer. Emphasizes college and career choices for teens. Readers are high school juniors and seniors, male and female, ages 16-19. Sample copy available for \$2.50 with 9×12 SAE and 5 first-class stamps.

Needs Buys 12+ photos/year from freelancers. Uses minimum 4 photos/issue; 40% supplied by freelancers.

Photo subjects: teen situations, study or career related; some profiles. Model release preferred; property release required. Photo captions preferred.

Making Contact & Terms Send tearsheets and promo cards. Submit URL. "Please call for appointment." Keeps samples on file. Responds within 3 weeks. Pays \$800-1,000 for color cover; \$350-450 for color inside; \$600-800/color page rate. Work-for-hire basis. **Pays on acceptance.** Credit line given. Buys one-time rights; negotiable. **Tips** "Must work well with teen subjects and understand the teen market. Promo cards or packets work best; business cards are not needed unless they contain your photography."

\$ \$ CARIBBEAN TRAVEL & LIFE

World Publications, LLC, 460 N. Orlando Ave., Suite 200, Winter Park FL 32789. (407) 571-4704. E-mail: zach.stovall@worldpub.net. Web site: www.caribbeantravelmag.com. **Contact:** Zach Stovall, photo services. Circ. 150,000. Estab. 1985. Published 9 times/year. Emphasizes travel, culture and recreation in islands of Caribbean, Bahamas and Bermuda. Readers are male and female frequent Caribbean travelers, ages 32-52. Sample copy available for \$4.95. Photo guidelines free with SASE.

Needs Uses about 100 photos/issue; 90% supplied by freelance photographers: 10% assignment and 90% freelance stock. "We combine scenics with people shots. Where applicable, we show interiors, food shots, resorts, water sports, cultural events, shopping and wildlife/underwater shots. We want images that show intimacy between people and place. Provide thorough caption information. Don't submit stock that is mediocre."

Specs Uses 4-color photography.

Making Contact & Terms Query by mail or e-mail with list of stock photo subjects and tearsheets. Responds in 3 weeks. Pays \$1,000 for color cover; \$450/spread; \$325/full + page; \$275/full page; \$200/1/2 + page; \$150/1/2 page; \$120 1/3 page; \$90/1/4 page or less. Pays after publication. Buys one-time rights. Does not pay shipping, research or holding fees.

Tips Seeing trend toward "fewer but larger photos with more impact and drama. We are looking for particularly strong images of color and style, beautiful island scenics and people shots—images that are powerful enough to make the reader want to travel to the region; photos that show people doing things in the destinations we cover; originality in approach, composition, subject matter. Good composition, lighting and creative flair. Images that are evocative of a place, creating story mood. Good use of people. Submit stock photography for specific story needs; if good enough can lead to possible assignments. Let us know exactly what coverage you have on a stock list so we can contact you when certain photo needs arise."

📷 📰 CARLSBAD MAGAZINE

Wheelhouse Media, 2911 State St., Suite 1, Carlsbad CA 92008. (760) 729-9010. Fax: (760) 729-9011. E-mail: meredith@carlsbadmagazine.com. Web sites: www.clickoncarlsbad.com, www.carlsbadmagazine.com. **Contact:** Meredith Hoyer, managing editor. Circ. 35,000. Estab. 2004. Bimonthly consumer magazine covering the people, places, events and arts in Carlsbad, California. "We are a regional magazine highlighting all things pertaining specifically to Carlsbad. We focus on history, events, people and places that make Carlsbad interesting and unique. Our audience is both Carlsbad residents and visitors or anyone interested in learning more about Carlsbad." Sample copy available for \$2.31.

Needs Needs photos of gardening, entertainment, events, performing arts. Interested in historical/vintage, lifestyle. "People, places, events, arts in Carlsbad, California."

Specs Accepts images in digital format. Send as GIF or JPEG files.

Making Contact & Terms Pays \$15-400/photo. Pays on publication. Credit line given. Buys one-time rights.

Tips "E-mail is the preferred method for queries."

\$ 📷 📰 CAT FANCY

Fancy Publications, a division of BowTie Inc., P.O. Box 6050, Mission Viejo CA 92690. (949) 855-8822. Fax: (949) 855-3045. E-mail: smeyer@bowtieinc.com. Web site: www.catchannel.com. **Contact:** Sandy Meyer, managing editor. Estab. 1965. Monthly magazine. Readers are men and women of all ages interested in all aspects of cat ownership. Photo guidelines and needs free with SASE or on Web site.

Needs Buys 20-30 photos from freelancers/issue; 240-360 photos/year. Wants editorial "lifestyle" shots of cats in beautiful, modern homes; cats with attractive people (infant to middle-age, variety of ethnicities); cat behavior (good and bad, single and in groups); cat and kitten care (grooming, vet visits, feeding, etc.); household shots of CFA- or TICA-registered cats and kittens. Model release required.

Specs Accepts images in digital format. Send via CD as TIFF or JPEG files at 300 dpi minimum; include contact sheet (thumbnails with image names). Also accepts 35mm slides and 2 1/4 color transparencies; include SASE.

Making Contact & Terms Obtain photo guidelines before submitting photos. Pays \$200 maximum for color cover; \$25-200 for inside. Credit line given. Buys first North American serial rights.

Tips "Sharp, focused images only (no prints). Lifestyle focus. Indoor cats preferred. Send SASE for list of specific photo needs."



© 2006 Gerry Lemmo

Caribbean Travel & Life needed photos of black howler monkeys to illustrate an article about a baboon sanctuary in Belize. After waiting patiently in a downpour of rain in the sanctuary, Gerry Lemmo was able to capture some good shots of the black howler monkeys. "It requires patience and luck for the best shots," he says.

\$ CATS & KITTENS

Pet Publishing, Inc., 7-L Dundas Circle, Greensboro NC 27407. (336)292-4047. Fax: (336)292-4272. E-mail: editorial@petpublishing.com. Web site: www.catsandkittens.com. **Contact:** Rita Davis, executive editor. Bi-monthly magazine about cats. "Articles include breed profiles, stories on special cats, cats in art and popular culture, and much more." Sample copy available for \$5 and 9×12 SASE. Photo guidelines free with SASE.

Needs Photos of various registered cat breeds, posed and unposed, interacting with other cats and with people. Photo captions required; include breed name, additional description as needed.

Specs Prefers digital images scanned full-size at 266 dpi on CD-ROM for submission.

Making Contact & Terms Send unsolicited material by mail for consideration, "but please include SASE if you want it returned." Pays \$100 for color cover; \$20 for color inside. Pays on publication. Buys all rights; negotiable.

Tips "We seek good composition (indoor or outdoor). Photos must be professional and of publication quality—good focus and contrast. We work regularly with a few excellent freelancers, but are always seeking new contributors."

\$ \$ CHARISMA MAGAZINE

Strang Communications, 600 Rinehart Rd., Lake Mary FL 32746. (407)333-0600. E-mail: joe.deleon@strang.com. Web site: www.charismamag.com and www.strang.com. **Contact:** Joe Deleon, magazine design director. Circ. 200,000. Monthly magazine. Emphasizes Christian life. General readership. Sample copy available for \$2.50.

Needs Buys 3-4 photos from freelancers/issue; 36-48 photos/year. Needs editorial photos—appropriate for each article. Model release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD as TIFF, JPEG, EPS files at 300 dpi. Low-res images accepted for sample submissions.

Making Contact & Terms Send unsolicited photos by mail for consideration. Provide brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions and previously published work OK. Cannot return material. Responds ASAP. Pays \$500 for color cover; \$150 for b&w inside; \$50-150/hour or \$400-750/day. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips In portfolio or samples, looking for "good color and composition with great technical ability."

\$ \$ CHESAPEAKE BAY MAGAZINE: Boating At Its Best

Chesapeake Bay Communications, Inc., 1819 Bay Ridge Ave., Annapolis MD 21403. (410)263-2662, ext. 15. Fax: (410)267-6924. E-mail: kashley@cbmmag.net. Web site: www.cbmmag.net. **Contact:** Karen Ashley, art director. Circ. 45,000. Estab. 1972. Monthly. Emphasizes boating—Chesapeake Bay only. Readers are "people who use Chesapeake Bay for recreation." Sample copy available with SASE.

• *Chesapeake Bay* is CD-ROM-equipped and does corrections and manipulates photos in-house.

Needs Buys 27 photos from freelancers/issue; 324 photos/year. Needs photos that are Chesapeake Bay related (must); "vertical powerboat shots are badly needed (color)." Special needs include "vertical 4-color slides showing boats and people on Bay."

Specs Uses 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi, at least 8×10 (16×10 for spreads). "A proof sheet would be helpful."

Making Contact & Terms Interested in reviewing work from newer, lesser-known photographers. Send query letter with samples or list of stock photo subjects. Responds only if interested. Simultaneous submissions OK. Pays \$400 for color cover; \$75-250 for color *stock* inside, depending on size; \$200-1,200 for *assigned* photo package. Pays on publication. Credit line given. Buys one-time rights.

Tips "We prefer Kodachrome over Ektachrome. Looking for boating, bay and water-oriented subject matter. Qualities and abilities include fresh ideas, clarity, exciting angles and true color. We're using larger photos—more double-page spreads. Photos should be able to hold up to that degree of enlargement. When photographing boats on the Bay, keep safety in mind. People hanging off the boat, drinking, women 'perched' on the bow are a no-no! Children must be wearing life jackets on moving boats. We must have IDs for *all* people in close-up to medium-view images."

\$ CHESS LIFE

USCF, P.O. Box 3967, Crossville TN 38557-3967. (931)787-1234. Fax: (931)787-1200. E-mail: dlucas@uschess.org. Web site: www.uschess.org. **Contact:** Daniel Lucas, editor. Circ. 70,000. Estab. 1939. Monthly publication of the U.S. Chess Federation. Emphasizes news of all major national and international tournaments; includes historical articles, personality profiles, columns of instruction, occasional fiction, humor for the devoted fan of chess. Sample copy and photo guidelines free with SASE or on Web site.

• "*Chess Life* underwent a redesign as of the June 2006 issue. Please see current issue for new photographic philosophy."

Needs Uses about 15 photos/issue; 7-8 supplied by freelancers. Needs "news photos from events around the

country; shots for personality profiles." Special needs include "Spot Light" section. Model release preferred. Photo captions preferred.

Specs Accepts prints or high-resolution digital images. Send digital images as JPEG or TIFF files at 300 dpi—via CD for multiple-image submissions; e-mail for single-shot submission.

Making Contact & Terms Query with samples. Provide business card and tearsheets to be kept on file for possible future assignments. Responds in 1 month, "depending on when the deadline crunch occurs." Simultaneous submissions and previously published work OK. Pays \$25-100 for b&w inside; cover payment negotiable. Pays on publication. Buys one-time rights; "we occasionally purchase all rights for stock mug shots." Credit line given.

Tips Using "more color, and more illustrative photography. The photographer's name, address and date of the shoot should appear on the back of all photos. Also, name of person(s) in photograph and event should be identified." Looks for "clear images, good composition and contrast with a fresh approach to interest the viewer. Increasing emphasis on strong portraits of chess personalities, especially Americans. Tournament photographs of winning players and key games are in high demand."

CHICKADEE MAGAZINE

10 Lower Spadina Ave., Suite 400, Toronto ON M5V 2Z2 Canada. (416)340-2700. Fax: (416)340-9769. E-mail: apilas@owlkids.com. Web site: www.owlkids.com. **Contact:** Angela Pilas-Magee, photo editor. Circ. 92,000. Estab. 1979. Published 10 times/year. A discovery magazine for children ages 6-9. Sample copy available for \$4.95 with 9×12 SAE and \$1.50 money order to cover postage. Photo guidelines available for SAE or via e-mail.

- *chickaDEE* has received Magazine of the Year, Parents' Choice, Silver Honor, Canadian Children's Book Centre Choice and several Distinguished Achievement awards from the Association of Educational Publishers.

Needs Buys 1-2 photos from freelancers/issue; 10-20 photos/year. Needs "crisp, bright shots" of children, multicultural, environmental, wildlife, pets, adventure, events, hobbies, humor, performing arts, sports, travel, science, technology, animals in their natural habitats. Interested in documentary, seasonal. Model/property release required. Photo captions required.

Specs Uses images in any hard-copy format. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files at 72 dpi; 300 dpi required for publication.

Making Contact & Terms Request photo package before sending photos for review. Responds in 3 months. Previously published work OK. Credit line given. Buys one-time rights.

CHILDREN'S DIGEST

P.O. Box 567, Indianapolis IN 46206. (317)634-1100. Fax: (317)637-0126. Web site: www.childrensdigestmag.org or www.cbhi.org. **Contact:** Patrick Perry, editor. Circ. 75,000. Estab. 1950. Magazine published 6 times/year. Emphasizes health and fitness. Readers are preteens—kids ages 10-13. Sample copy available for \$1.25.

Needs "We have featured photos of health and fitness, wildlife, children in other countries, adults in different jobs, how-to projects." Reviews photos with accompanying manuscript only. Model release preferred.

Specs Uses 35mm transparencies. "We prefer images in digital format. Send via e-mail or CD at minimum 300 dpi."

Making Contact & Terms Send complete manuscript and photos on speculation. Include SASE. Responds in 10 weeks. Pays \$70-275 for color cover; \$35-70 for b&w inside; \$70-155 for color inside. Pays on publication. Buys North American serial rights.

CHIRP MAGAZINE

10 Lower Spadina Ave., Suite 400, Toronto ON M5V 2Z2 Canada. (416)340-2700. Fax: (416)340-9769. E-mail: apilas@owlkids.com. Web site: www.owlkids.com. **Contact:** Angela Pilas-Magee, photo editor. Circ. 85,000. Estab. 1997. Published 10 times/year. A discovery magazine for children ages 3-6. Sample copy available for \$4.95 with 9×12 SAE and \$1.50 money order to cover postage. Photo guidelines available for SAE or via e-mail.

- *Chirp* has received Best New Magazine of the Year, Parents' Choice, Canadian Children's Book Centre Choice and Distinguished Achievement awards from the Association of Educational Publishers.

Needs Buys at least 2 photos from freelancers/issue; 10-20 photos/year. Needs "crisp, bright shots" of children ages 5-7, multicultural, environmental, wildlife, adventure, events, hobbies, humor, animals in their natural habitats. Interested in documentary, seasonal. Model/property release required. Photo captions required.

Specs Prefers images in digital format. Send via CD, e-mail as TIFF, JPEG files at 72 dpi; 300 dpi required for publication.

Making Contact & Terms Request photo package before sending photos for review. Responds in 3 months. Previously published work OK. Credit line given. Buys one-time rights.

THE CHRONICLE OF THE HORSE

P.O. Box 46, Middleburg VA 20118. (540)687-6341. Fax: (540)687-3937. E-mail: results@chronofhorse.com. Web site: www.chronofhorse.com. **Contact:** Tricia Booker, editor. Circ. 23,000. Estab. 1937. Weekly magazine. Emphasizes English horse sports. Readers range from young to old. "Average reader is a college-educated female, middle-aged, well-off financially." Sample copy available for \$2. Photo guidelines free with SASE or on Web site.

Needs Buys 10-20 photos from freelancers/issue. Needs photos from competitive events (horse shows, dressage, steeplechase, etc.) to go with news story or to accompany personality profile. "A few stand alone. Must be cute, beautiful or newsworthy. Reproduced in black and white." Prefers purchasing photos with accompanying manuscript. Photo captions required with every subject identified.

Specs Uses b&w and/or color prints, slides (reproduced b&w). Accepts images in digital format at 300 dpi.

Making Contact & Terms Send query letter by mail or e-mail. Responds in 6 weeks. Pays \$30 base rate. Pays on publication. Buys one-time rights. Credit line given. Prefers first North American rights.

Tips "We do not want to see portfolio or samples. Contact us first, preferably by letter; include SASE for reply. Know horse sports."

CHRONOGRAM

Luminary Publishing, 314 Wall St., Kingston NY 12401. (845)334-8600. Fax: (845)334-8610. E-mail: dperry@chronogram.com. Web site: www.chronogram.com. **Contact:** David Perry, art director. Circ. 20,000. Estab. 1993. Monthly arts, events, philosophy, literary magazine. Sample copy available for \$5. Photo guidelines available on Web site.

Needs Buys 16 photos from regional freelancers/issue; 192 photos/year. Interested in alternative process, avant garde, fashion/glamour, fine art, historical/vintage, artistic representations of anything. "Striking, minimalistic and good! Great covers!" Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required; include title, date, artist, medium.

Specs Prefers images in digital format. Send via CD as TIFF files at 300 dpi or larger at printed size.

Making Contact & Terms Send query letter with résumé and digital images or prints. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays \$250 maximum for b&w inside. Pays 1 month after publication. Credit line given. Buys one-time rights; negotiable.

Tips "Colorful, edgy, great art! See our Web site—look at the back issues and our covers, then submit one for consideration!"

CLEVELAND MAGAZINE

Great Lakes Publishing, 1422 Euclid Ave., #730, Cleveland OH 44115. (216)771-2833. Fax: (216)781-6318. E-mail: sluzewski@clevelandmagazine.com. Web site: www.clevelandmagazine.com. **Contact:** Gary Sluzewski, design director. Circ. 50,000. Estab. 1972. Monthly consumer magazine emphasizing Cleveland, Ohio. General interest to upscale audience.

Needs Buys 50 photos from freelancers/issue; 600 photos/year. Needs photos of people (babies/children/teens, celebrities, couples, multicultural, parents, families, senior citizens), environmental, landscapes/scenics, architecture, education, gardening, interiors/decorating, adventure, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, business concepts, industry, medicine, political, product shots/still life, technology/computers. Interested in documentary, fashion/glamour, seasonal. Reviews photos with or without a manuscript. Model release required for portraits; property release required for individual homes. Photo captions required; include names, date, location, event, phone.

Specs Uses color and b&w prints; 35mm, 2½×2¼, 4×5, 8×10 transparencies. Prefers images in digital format. Send via CD, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Provide business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. To show portfolio, photographer should follow up with call. Portfolio should include "only your best, favorite work." Keeps samples on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$300-700 for color cover; \$100-600 for color inside; \$100-300 for b&w inside. Pays on publication. Credit line given. Buys one-time publication, electronic and promotional rights.

Tips "Eighty percent of our work is people. Send sample. Follow up with phone call. Make appointment for portfolio review. Arrange the work you want to show me ahead of time and be professional, instead of telling me you just threw this together."

COBBLESTONE: Discover American History

Cobblestone Publishing, 30 Grove St., Suite C, Peterborough NH 03458. (603)924-7209. Fax: (603)924-7380. Web site: www.cobblestonepub.com. **Contact:** Meg Chorlian, editor. Circ. 29,000. Estab. 1980. Published 9

times/year, September-May. Emphasizes American history; each issue covers a specific theme. Readers are children ages 8-14, parents, teachers. Sample copy available for \$4.95 and 9×12 SAE with 5 first-class stamps. Photo guidelines free with SASE.

Needs Buys 10-20 photos from freelancers/issue; 90-180 photos/year. Needs photos of children, multicultural, landscapes/scenics, architecture, cities/urban, agriculture, industry, military. Interested in fine art, historical/vintage, reenactors. "We need photographs related to our specific themes (each issue is theme-related) and urge photographers to request our themes list." Model release required. Photo captions preferred.

Specs Uses 8×10 glossy prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via CD, SyQuest, Zip as TIFF files at 300 dpi, saved at 8×10 size.

Making Contact & Terms Send query letter with samples or list of stock photo subjects; include SASE for return of material. "Photos must pertain to themes, and reporting dates depend on how far ahead of the issue the photographer submits photos. We work on issues 6 months ahead of publication." Simultaneous submissions and previously published work OK. Pays \$150-300 for color cover; \$10-50 for b&w inside; \$10-100 for color inside (payment depends on size of photo). Pays on publication. Credit line given. Buys one-time rights.

Tips "Most photos are of historical subjects, but contemporary color images of, for example, a Civil War battlefield, are great to balance with historical images. However, the amount varies with each monthly theme. Please review our theme list and submit related images."

COLLECTIBLE AUTOMOBILE

Publications International Ltd., 7373 N. Cicero Ave., Lincolnwood IL 60712. (847)583-4525. E-mail: lrichman@ubint.com. Web site: <http://auto.consumerguide.com/product/collectible/index.cfm/act/collectibleautomobile/>. **Contact:** Lynn E. Richman, automotive acquisitions and research editor. Estab. 1984. Bimonthly magazine. "CA is an upscale, full-color automotive history magazine. We strive to feature the best photography of accurately restored or pristine original factory stock autos." Sample copy available for \$8 and 10½×14 SAE with \$3.50 first-class postage. Photo guidelines available for #10 SASE.

Needs "We require full photo shoots for any auto photo assignment. This requires 2-3 rolls of 35mm, 2-3 rolls of 2¼×2¼, and/or 4-8 4×5 exposures. Complete exterior views, interior and engine views, and close-up detail shots of the subject vehicle are required."

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format (discuss file parameters with the acquisitions editor).

Making Contact & Terms Send query letter with transparencies and stock list. Provide business card to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$300 bonus if image is used as cover photo; \$250-275 plus mileage and film costs for standard auto shoot. **Pays on acceptance.** Photography is credited on an article-by-article basis in an "Acknowledgments" section at the front of the magazine. Buys all rights.

Tips "Read our magazine for good examples of the types of backgrounds, shot angles and overall quality that we are looking for."

\$ COLLECTOR CAR MARKET REVIEW

(formerly *Collector Car & Truck Market Guide*), P.O. Box 607, North Grafton MA 01536-1559. (508)839-6707. Fax: (508)839-6266. E-mail: vmr@vmrintl.com. Web site: www.collectorcarmarket.com. **Contact:** Kelly Hulitzky, production director. Circ. 30,000. Estab. 1994. Bimonthly magazine. Emphasizes old cars and trucks. Readers are primarily males, ages 30-60.

Needs Buys 3 photos from freelancers/issue; 18 photos/year. Needs photos of old cars and trucks. Model/property release required. Photo captions required; include year, make and model.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Previously published work OK. Pays \$100 for color cover. Pays net 30 days. Buys one-time rights.

\$ COLLEGE PREVIEW MAGAZINE

CPG Publications, 7300 W. 110th St., 7th Floor, Overland Park KS 66210. (913)317-2888. E-mail: nmpaige@CollegePreviewMagazine.com. Web site: www.CollegePreviewMagazine.com. **Contact:** N. Michelle Paige, executive editor. Circ. 600,000. Bimonthly magazine. Emphasizes college and college-bound African-American and Hispanic students. Readers are African-American, Hispanic, ages 16-24. Sample copy free with 9×12 SAE and 4 first-class stamps.

Needs Uses 30 photos/issue. Needs photos of students in class, at work, in interesting careers, on campus. Special photo needs include computers, military, law and law enforcement, business, aerospace and aviation, health care. Model/property release required. Photo captions required; include name, age, location, subject.

Making Contact & Terms Send query letter with résumé of credits. Simultaneous submissions and previously published work OK. Pays \$10-50 for color photos; \$5-25 for b&w inside. Pays on publication. Buys first North American serial rights.

COMMUNITY OBSERVER

Ann Arbor Observer Co., 201 Catherine St., Ann Arbor MI 48104. (734)769-3175. Fax: (734)769-3375. E-mail: michael@aaobserver.com. Web site: www.washtenawguide.com. **Contact:** Michael Betzold, managing editor. Circ. 22,000. Quarterly consumer magazine. "The *Community Observer* serves four historic communities facing rapid change. We provide an intelligent, informed perspective on the most important news and events in the communities we cover." Sample copy available for \$3.

Specs Uses contact sheets, negatives, transparencies, prints. Accepts images in digital format; GIF or JPEG files.

Making Contact & Terms Negotiates payment individually. Pays on publication. Buys one-time rights.

COMPANY MAGAZINE

P.O. Box 60790, Chicago IL 60660-0790. (773)761-9432. Fax: (773)761-9443. E-mail: editor@companymagazine.org. Web site: www.companymagazine.org. **Contact:** Martin McHugh, editor. Circ. 114,000. Estab. 1983. Quarterly magazine published by the Jesuits (Society of Jesus). Emphasizes Jesuit works/ministries and the people involved in them. Sample copy available for 9 x 12 SAE.

Needs Needs photos and photo-stories of Jesuit and allied ministries and projects. Reviews photos with or without a manuscript. Photo captions required.

Specs Accepts images in digital format. Send via CD, Zip, e-mail "at screen resolution as long as higher-res is available."

Making Contact & Terms Query with samples; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Pays \$50-100 for individual photos; \$300 for color cover; up to \$750 for photo story. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Avoid large-group, 'smile-at-camera' photos. We are interested in people/activity photographs that tell a story about Jesuit ministries."

COMPLETE WOMAN

875 N. Michigan Ave., Suite 3434, Chicago IL 60611-1901. (312)266-8680. **Contact:** Kourtney McKay, art director. Estab. 1980. Bimonthly general interest magazine for women. Readers are "females, ages 21-40, from all walks of life."

Needs Uses 50-60 photos/issue; 300 photos/year. Needs high-contrast shots of attractive women, how-to beauty shots, celebrities, couples, health/fitness/beauty, business concepts. Interested in fashion/glamour. Model release required.

Specs Uses color transparencies (slide and large-format). Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Portfolio may be dropped off and picked up by appointment only. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Send color prints and transparencies. "Each print/transparency should have its own protective sleeve. Do not write or make heavy pen impressions on back of prints; identification marks will show through, affecting reproduction." Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$75-150 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We use photography that is beautiful and flattering, with good contrast and professional lighting. Models should be attractive, ages 18-28, and sexy. We're always looking for nice couple shots."

CONDÉ NAST TRAVELLER

Condé Nast Publications, Inc., 4 Times Square, 14th floor, New York NY 10036. (212)286-2860. Fax: (212)286-5931. Web site: www.cntraveller.com. *Condé Nast Traveller* provides the experienced traveler with an array of diverse travel experiences encompassing art, architecture, fashion, culture, cuisine and shopping. This magazine has very specific needs and contacts a stock agency when seeking photos.

CONFRONTATION MAGAZINE

English Dept., C.W. Post Campus of Long Island University, 720 Northern Blvd., Brookville NY 11548. (516)299-2391. Fax: (516)299-2735. E-mail: martin.tucker@liu.edu. **Contact:** Martin Tucker, editor. Circ. 2,000. Estab. 1968. Semiannual literary magazine. Readers are college-educated lay people interested in literature. Sample copy available for \$3.

Needs Reviews photos with or without a manuscript. Photo captions preferred.

Making Contact & Terms Send query letter with résumé of credits, stock list. Responds in 1 month. Simultaneous submissions OK. Pays \$100-300 for b&w or color cover; \$40-100 for b&w inside; \$50-100 for color inside. Pays on publication. Credit line given. Buys first North American serial rights; negotiable.

THE CONNECTION PUBLICATION OF NJ, INC.

P.O. Box 2120, Teaneck NJ 07666-1520. (201)801-0771. Fax: (201)692-1655. E-mail: theconnection@elsolmedia.com. Web site: www.elsolmedia.com/connection.htm. **Contact:** Editor. Weekly tabloid. Readers are male and female executives, ages 18-62. Circ. 41,000. Estab. 1982. Sample copy available for \$1.50 with 9×12 SAE.

Needs Uses 12 photos/issue; 4 supplied by freelancers. Needs photos of personalities. Reviews photos with accompanying manuscript only. Photo captions required.

Specs Uses b&w prints.

Making Contact & Terms Send unsolicited photos by mail for consideration. Keeps samples on file. Responds in 2 weeks. Previously published work OK. Payment negotiable. Pays on publication. Buys one-time rights; negotiable. Credit line given.

Tips "Work with us on price."

\$ □ ■ CONSCIENCE

1436 U St. NW, #301, Washington DC 20009. (202)986-6093. E-mail: conscience@catholicsforchoice.org. Web site: www.catholicsforchoice.org. **Contact:** David Nolan, editor. Circ. 12,500. Quarterly news journal of Catholic opinion. Sample copies available.

Needs Buys up to 25 photos/year. Needs photos of multicultural, religious, Catholic-related news. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include title, subject, photographer's name.

Specs Uses glossy color and/or b&w prints. Accepts high-res digital images. Send as TIFF, JPEG files.

Making Contact & Terms Send query letter with tearsheets. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$300 maximum for color cover; \$50 maximum for b&w inside. Pays on publication. Credit line given.

■ CONTEMPORARY BRIDE MAGAZINE

North East Publishing, Inc., 4475 S. Clinton Ave., Suite 201, South Plainfield NJ 07080. (908)561-6010. Fax: (908)755-7864. E-mail: gary@contemporarybride.com. Web site: www.contemporarybride.com. **Contact:** Gary Paris, publisher. Circ. 120,000. Estab. 1994. Biannual bridal magazine with wedding planner; 4-color publication with editorial, calendars, check-off lists and advertisers. Sample copy available for first-class postage.

Needs Needs photos of travel destinations, fashion, bridal events. Reviews photos with accompanying manuscript only. Model/property release preferred. Photo captions preferred; include photo credits.

Specs Accepts images in digital format. Send as high-res files at 300 dpi.

Making Contact & Terms Send query letter with samples. Art director will contact photographer for portfolio review if interested. Provide b&w and/or color prints, disc. Keeps samples on file; cannot return material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Payment negotiable. Buys all rights, electronic rights.

Tips "Digital images preferred with a creative eye for all wedding-related photos. Give us the *best* presentation."

\$ □ ■ CONTINENTAL NEWSTIME

501 W. Broadway, Plaza A, PMB #265, San Diego CA 92101-3802. (858)492-8696. E-mail: ContinentalNewsService@yahoo.com. Web site: www.ContinentalNewsService.com. **Contact:** Gary P. Salamone, editor-in-chief. Estab. 1987. Semimonthly general interest magazine of news and commentary on U.S. national and world news, with travel columns, entertainment features, humor pieces, comic strips, general humor panels, and editorial cartoons. Covers the unreported and under-reported national (U.S.) and international news. Sample copy available for \$6.

Needs Buys variable number of photos from freelancers. Needs photos of celebrities, public figures, multicultural, disasters, environmental, wildlife, architecture, cities/urban, adventure, entertainment, events, performing arts, sports, travel, agriculture, industry, medicine, military, political, science, technology; U.S. and foreign government officials/cabinet ministers and newsworthy events, breaking/unreported/under-reported news. Interested in documentary, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release required. Photo captions required.

Specs Uses 8×10 color and/or b&w prints.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets, stock list. Provide résumé to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$10 minimum for b&w cover. Pays on publication. Credit line given. Buys one-time rights.

Tips "Read our magazine to develop a better feel for our photo applications/uses and to satisfy our stated photo needs."

CONVERGENCE

955 Plaza Drive, San Jose CA 95125. (408)515-9204. E-mail: editor@convergence-journal.com. Web site: www.convergence-journal.com. **Contact:** Lara Gualarte, editor. Circ. 400. Estab. 2003. Quarterly. *Convergence* seeks to unify the literary and visual arts and draw new interpretations on the written word by pairing poems and flash fiction with complementary art.

Needs Ethnic/multicultural, experimental, feminist, gay/lesbian.

Contact & Terms Send up to 6 JPEGs of your work via e-mail. Include full name, address, phone number and preferred e-mail address with submission. Acquires electronic rights.

Tips "Working with a common theme has a greater chance of being accepted."

COSMOPOLITAN

Hearst Communications, Inc., 224 W. 57th St., 8th Floor, New York NY 10019. (212)649-2000. E-mail: cosmopolitan@hearst.com. Web site: www.cosmopolitan.com. *Cosmopolitan* targets young women for whom beauty, fashion, fitness, career, relationships and personal growth are top priorities. It includes articles and columns on nutrition and food, travel, personal finance, home/lifestyle and celebrities. *Query before submitting.*

COUNTRY

Reiman Media Group, Inc., 5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: photocoordinator@reimanpub.com. Web site: www.country-magazine.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1987. Bimonthly magazine. "For those who live in or long for the country." Readers are rural-oriented, male and female. "Country is supported entirely by subscriptions and accepts no outside advertising." Sample copy available for \$2. Photo guidelines free with SASE.

• *Country EXTRA* is published in the months between regular issues. Content and guidelines are the same.

Needs Buys 40 photos from freelancers/issue; 480 photos/year. Needs photos of families, senior citizens, gardening, travel, agriculture, country scenics, animals, rural and small-town folk at work or wholesome play. Interested in historical/vintage, seasonal. Photo captions preferred; include season, location.

Specs Prefers color transparencies, all sizes. Accepts images in digital format. Send via lightboxes, CD/DVD with printed thumbnails and caption sheet, or e-mail if first review selection is small (12 images or less).

Making Contact & Terms Send query letter with résumé of credits, stock list. Send unsolicited photos by mail for consideration. Keeps samples on file (tearsheets, no dups); include SASE for return of material. Responds in 3 months. Previously published work OK. Buys stock only. Pays \$300 for color cover; \$200 for back cover; \$100-300 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Technical quality is extremely important; focus must be sharp (no soft focus), and colors must be vivid so they 'pop off the page.' Study our magazine thoroughly—we have a continuing need for sharp, colorful images, especially those taken along the backroads of rural America. Photographers who can supply what we need can expect to be regular contributors. Submissions are on spec. Limit them to one season."

COUSTEAU KIDS

710 Settlers Landing Rd., Hampton VA 23669. (757)722-9300. Fax: (757)722-8185. E-mail: mnorkin@llsweb.com. Web site: www.cousteaukids.org. **Contact:** Melissa Norkin, editor. Circ. 30,000. Estab. 1981. Publication of The Cousteau Society, Inc., a nonprofit organization. Bimonthly magazine. Emphasizes ocean and water-related subject matter for children ages 8-12. Sample copy available for \$2.50 with 9×12 SAE and 3 first-class stamps. Photo guidelines free with SASE.

Needs Uses about 20 photos/issue; 2-6 supplied by freelancers; 10% stock. Needs "selections of images of individual creatures or subjects, such as architects and builders of the sea, how sea animals eat, the smallest and largest things in the sea, the different forms of tails in sea animals, resemblances of sea creatures to other things. Also excellent potential for cover shots or images which elicit curiosity, humor or interest." No aquarium shots. Model release required if person is recognizable. Photo captions preferred; include when, where and, if possible, scientifically accurate identification of animal.

Making Contact & Terms Query with samples or list of stock photos. Send 35mm, 4×5 transparencies or b&w contact sheets by mail for consideration. Send duplicates only. Include SASE. Responds in 1 month. Simultaneous and previously published submissions OK. Pays \$50-200/color photo. Pays on publication. Buys one-time rights and worldwide translation rights. Credit line given.

Tips Prefers to see "rich color, sharp focus and interesting action of water-related subjects" in samples. "No assignments are made. A large amount is staff-shot. However, we use a fair amount of freelance photography, usually pulled from our files, approximately 45-50%. Stock photos purchased only when an author's sources are insufficient or we have need for a shot not in file. These are most often hard-to-find creatures of the sea." To break in, "send a good submission of dups in keeping with our magazine's tone/content; be flexible in allowing us to hold slides for consideration."

\$\$\$ CRC PRODUCT SERVICES

2850 Kalamazoo Ave. SE, Grand Rapids MI 49560. (616)246-0780. Fax: (616)246-0803. Web site: www.crcna.org/proservices. **Contact:** Dean Heetderks, art acquisition. Publishes numerous magazines with various formats. Emphasizes living the Christian life. Readers are Christians, ages 35-85. Photo guidelines available on Web site. **Needs** Buys 6-8 photos from freelancers/issue. Needs photos of people, holidays and concepts. Reviews photos with or without a manuscript. Special photo needs include real people doing real activities: couples, families. Model/property release required. Photo captions preferred.

Specs Uses any color or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return material. Simultaneous submissions and previously published work OK. Pays \$300-600 for color cover; \$200-400 for b&w cover; \$200-300 for b&w or color inside. **Pays on acceptance.** Buys one-time and electronic rights.

\$\$\$ CRUISING WORLD

World Publications, LLC, 55 Hammarlund Way, Middletown RI 02842. (401)845-5100. Fax: (401)845-5180. E-mail: bill.roche@thesailingcompany.com. Web site: www.cruisingworld.com. **Contact:** William Roche, art director. Circ. 156,000. Estab. 1974. Emphasizes sailboat maintenance, sailing instruction and personal experience. For people interested in cruising under sail. Sample copy free for 9 x 12 SAE.

Needs Buys 25 photos/year. Needs "shots of cruising sailboats and their crews anywhere in the world. Shots of ideal cruising scenes. No identifiable racing shots, please." Also wants exotic images of cruising sailboats, people enjoying sailing, tropical images, different perspectives of sailing, good composition, bright colors. For covers, photos "must be of a cruising sailboat with strong human interest, and can be located anywhere in the world." Prefers vertical format. Allow space at top of photo for insertion of logo. Model release preferred; property release required. Photo captions required; include location, body of water, make and model of boat.

Specs Prefers images in digital format via CD. Accepts 35mm color transparencies for cover; 35mm color slides for inside only with manuscript.



© Howard Ande

Reiman Publications has published several of Howard Ande's photos. This one was part of a seasonal submission, which is how Reiman prefers to receive material. "They like photos of children in rural or country settings. I always look for colorful, uncluttered photos of children, as they sell well in many different markets," he says.

Making Contact & Terms "Submit original 35mm slides. No duplicates. Most of our editorial is supplied by author. We look for good color balance, very sharp focus, the ability to capture sailing, good composition and action. Always looking for *cover shots*." Responds in 2 months. Pays \$600 for color cover; \$50-300 for color inside. Pays on publication. Credit line given. Buys all rights, but may reassign to photographer after publication; first North American serial rights; or one-time rights.

CYCLE CALIFORNIA! MAGAZINE

1702-L Meridian Ave., #289, San Jose CA 95125. (888)292-5323. Fax: (408)292-3005. E-mail: bmack@cyclecalifornia.com. Web site: www.cyclecalifornia.com. **Contact:** Bob Mack, publisher. Circ. 29,000. Estab. 1995. Monthly magazine providing readers with a comprehensive source of bicycling information, emphasizing the bicycling life in northern California and Nevada; promotes bicycling in all its facets. Sample copy available for 9×12 SAE with 87¢ first-class postage. Photo guidelines available for 37¢ SASE.

Needs Buys 3-5 photos from freelancers/issue; 45 photos/year. Needs photos of recreational bicycling, bicycle racing, triathlons, bicycle touring and adventure racing. Cover photos must be vertical format, color. All cyclists must be wearing a helmet. Reviews photos with or without a manuscript. Model release required; property release preferred. Photo captions preferred; include when and where photo is taken; if an event, include name, date and location of event; for nonevent photos, location is important.

Specs High-resolution TIFF images preferred (2000×3000 pixel minimum). Uses 4×6 matte color and/or b&w prints; 35mm transparencies.

Making Contact & Terms Send query letter with slides, prints or CD/disk. Keeps usable images on file; include SASE for return of material. Responds in 3 weeks. Simultaneous submissions OK. Pays \$125 for color cover; \$25 for b&w inside; \$50 for color inside. Pays on publication.

Tips "We are looking for photographic images that depict the fun of bicycle riding. Your submissions should show people enjoying the sport. Read the magazine to get a feel for what we do. Label images so we can tell what description goes with which image."

CYCLE WORLD MAGAZINE

1499 Monrovia Ave., Newport Beach CA 92663. (949)720-5300. Web site: www.cycleworld.com. **Contact:** David Edwards, editor-in-chief. Vice President/Senior Editor: Paul Dean. Monthly magazine. Circ. 335,000. Readers are active motorcyclists who are "young, affluent, educated and very perceptive."

Needs Buys 10 photos/issue. Wants "outstanding" photos relating to motorcycling. Prefers to buy photos with manuscripts. For Slipstream column, see instructions in a recent issue.

Specs Uses 35mm color transparencies.

Making Contact & Terms Send photos for consideration; include SASE for return of material. Responds in 6 weeks. "Cover shots are generally done by the staff or on assignment." Pays \$50-200/photo. Pays on publication. Buys first publication rights.

DAKOTA OUTDOORS

P.O. Box 669, Pierre SD 57501. (605)224-7301. Fax: (605)224-9210. E-mail: office@capjournal.com. Web site: www.dakotashop.com/do. **Contact:** Rachel Engbrecht, managing editor. Circ. 8,000. Estab. 1978. Monthly magazine. Emphasizes hunting and fishing in the Dakotas. Readers are sportsmen interested in hunting and fishing, ages 35-45. Sample copy available for 9×12 SAE and 3 first-class stamps. Photo guidelines free with SASE.

Needs Uses 15-20 photos/issue; 8-10 supplied by freelancers. Needs photos of hunting and fishing. Reviews photos with or without a manuscript. Special photo needs include: scenic shots of sportsmen, wildlife, fish. Model/property release required. Photo captions preferred.

Specs Uses 3×5 b&w and color prints; 35mm b&w and color transparencies. Accepts images in digital format. Send via Zip, e-mail as EPS, JPEG files.

Making Contact & Terms Send query letter with samples. Keeps samples on file; include SASE for return of material. Responds in 3 weeks. Pays \$20-75 for b&w cover; \$10-50 for b&w inside; payment negotiable. Pays on publication. Credit line given. Usually buys one-time rights; negotiable.

Tips "We want good-quality outdoor shots, good lighting, identifiable faces, etc.—photos shot in the Dakotas. Use some imagination and make your photo help tell a story. Photos with accompanying story are accepted."

DANCE

2660 Petersborough St., Herndon VA 20171. E-mail: shannonaswriter@yahoo.com. Quarterly publication featuring international dancers.

Needs Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, pets, religious, rural, performing arts, agriculture, product shots/still life—as related to international dance.

Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. "A photograph or two is requested but not required. Artwork and illustrations also accepted." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

DEER AND DEER HUNTING

700 E. State St., Iola WI 54990. (715)445-2214. Web site: www.deeranddeerhunting.com. **Contact:** Daniel Schmidt, editor. Circ. 200,000. Estab. 1977. Magazine published 9 times/year. Emphasizes white-tailed deer and deer hunting. Readers are "a cross-section of American deer hunters—bow, gun, camera." Sample copy and photo guidelines free with 9×12 SAE with 7 first-class stamps. Photo guidelines also available on Web site.

Needs Buys 20 photos from freelancers/issue; 180 photos/year. Needs photos of deer in natural settings. Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send contact sheet.

Making Contact & Terms Send query letter with résumé of credits and samples. "If we judge your photos as being usable, we like to hold them in our file. Send originals—include SASE if you want them returned." Responds in 2-4 weeks. Pays \$600 for color cover; \$75-250 for color inside; \$50 for b&w inside. Pays within 10 days of publication. Credit line given. Buys one-time rights.

Tips Prefers to see "adequate selection of 35mm color transparencies; action shots of whitetail deer only, as opposed to portraits. We also need photos of deer hunters in action. We are currently using almost all color—very little black & white. Submit a limited number of quality photos rather than a multitude of marginal photos. Include your name on all entries. Cover shots must have room for masthead."

DIGITAL PHOTO

Emap Active, Bretton Court, Bretton, Peterborough PE3 8DZ United Kingdom. (44)(173)326-4666. Fax: (44)(173)346-5246. E-mail: dp@emap.com. Circ. 50,009. Estab. 1997. Monthly consumer magazine. "The practical guide to creative digital imaging for anyone with a camera who wants to use a computer to enhance pictures or learn photo manipulation techniques."

Needs Stunning, digitally manipulated images of any subject and Photoshop, Elements, or Paint Shop Pro step-by-step tutorials of any subject. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses up to A4 glossy color and/or b&w prints. Accepts images in digital format. Send via CD as PSD, TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, tearsheets, contact prints and CD with high-res files. Provide SAE for eventual return. Responds in 1 month to queries. Rates negotiable. Pays on publication. Credit line given. Buys first rights.

Tips "Read magazine to check the type of images we use, and send a sample of images you think would be suitable. The broader your style, the better for general acceptance, while individual styles appeal to our Gallery section. Step-by-step technique pieces must be formatted to house style, so check magazine before submitting. Supply a contact sheet or thumbnail of all the images supplied in electronic form to make it easier for us to make a quick decision on the work."

DOG & KENNEL

Pet Publishing, Inc., 7-L Dundas Circle, Greensboro NC 27407. (336)292-4047. Fax: (336)292-4272. E-mail: editorial@petpublishing.com. Web site: www.dogandkennel.com. **Contact:** Rita Davis, executive editor. Bi-monthly magazine about dogs. "Articles include breed profiles, stories about special dogs, dogs in art and popular culture, etc." Sample copy available for \$5 and 9×12 SASE. Photo guidelines free with SASE.

Needs Photos of dogs—posed, candid and interacting with other dogs and people. Photo captions required; include the breed name and additional description as needed.

Specs Prefers digital images scanned full-size at 266 dpi on CD-ROM for submission.

Making Contact & Terms Send unsolicited material by mail for consideration, "but please include SASE if you want it returned." Pays \$100 for color cover; \$20 for color inside. Pays on publication. Buys all rights; negotiable.

Tips "We seek good composition (indoor or outdoor). Photos must be professional and of publication quality—good focus and contrast. We work regularly with a few excellent freelancers, but are always seeking new contributors."

DOG FANCY

Fancy Publications, a division of BowTie, Inc., P.O. Box 6050, Mission Viejo CA 92690. (949)855-8822. Fax: (949)855-3045. E-mail: ashirreffs@bowtieinc.com. Web site: www.dogfancy.com. **Contact:** Annie Shirreffs, associate editor. Circ. 268,000. Estab. 1970. Monthly magazine. Readers are "men and women of all ages interested in all aspects of dog ownership." Sample copy available for \$5.50. Photo guidelines free with SASE or on Web site.

Needs Buys 40-60 photos from freelancers/issue; 490-720 photos/year. Three specific breeds featured in each issue. Prefers "photographs that show the various physical and mental attributes of the breed. Include both environmental and action photographs. Dogs must be well groomed and, if purebred, good examples of their breed. By good example, we mean a dog that has achieved some recognition on the show circuit and is owned by a serious breeder or exhibitor. We also have a need for good-quality, interesting photographs of any breed or mixed breed in any and all canine situations (dogs with veterinarians; dogs eating, drinking, playing, swimming, etc.) for use with feature articles." Shots should have natural background, style and setting, avoiding stylized studio backgrounds. Model release required. "Slides should be labeled with photographer's name and breed of dog."

Specs Uses high-density 35mm slides for inside. Accepts images in digital format. Send via CD, Jaz, Zip as TIFF, EPS files at 300 dpi, 5 inches minimum size.

Making Contact & Terms Send by mail for consideration actual 35mm photos or slides. Address submission to "Photo Editors." Present a professional package: 35mm slides in sleeves, labeled, numbered or otherwise identified. Pays \$300 for color cover; \$25-100 for color inside; \$200 for 4-color centerspreads. Credit line given. Buys first North American print rights and non-exclusive rights to use in electronic media.

Tips "Nothing but sharp, high-contrast shots. Send SASE for list of photography needs. We're looking more and more for good-quality photo/text packages that present an interesting subject both editorially and visually. Bad writing can be fixed, but we can't do a thing with bad photos. Subjects should be in interesting poses or settings with good lighting, good backgrounds and foregrounds, etc. We are very concerned with sharpness and reproducibility; the best shot in the world won't work if it's fuzzy, and it's amazing how many are. Submit a variety of subjects—there's always a chance we'll find something special we like."

DOGS IN CANADA

Apex Publishing Ltd., 89 Skyway Ave., Suite 200, Etobicoke ON M9W 6R4 Canada. (416)798-9778. Fax: (416)798-9671. E-mail: photos@dogscanada.com. Web site: www.dogscanada.com. **Contact:** Kelly Caldwell, editor-in-chief. Circ. 41,769. Estab. 1889. Monthly consumer magazine. "Dogs in Canada magazine is a reliable and authoritative source of information about dogs. Our mix of editorial content and photography must satisfy a diverse readership, including breed fanciers and those who simply have a beloved family pet. Photography is of central importance." Sample copy available for \$4.95 and 8×10 SAE with postage. Request photo guidelines via e-mail.

Needs Buys 10-30 photos/year. Needs photos from any category as long as there is a dog in the shot. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include breed of dog.

Specs Uses 5×7 and 8×10 glossy color prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD as TIFF or ESP files at 300 dpi.

Making Contact & Terms E-mail query letter with link to photographer's Web site and JPEG samples at 72 dpi. Send query letter with slides, prints. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Considers previously published work. Pays \$80-600 for b&w or color cover; \$50-300 for b&w or color inside. Pays net 30 days. Credit line given. Buys first rights, electronic rights.

Tips "Well-composed, high-quality photographs are expected. A creative approach catches our eye. Photos that capture a moment in time and the essence of a dog are preferred to a stages portrait."

DOVETAIL, A Journal by and for Jewish/Christian Families

Dovetail Institute for Interfaith Family Resources, 775 Simon Greenwell Lane, Boston KY 40107-8524. (502)549-5499 or (800)530-1596. Fax: (502)549-3543. E-mail: di-ifr@bardstown.com. Web site: www.dovetailinstitute.org. **Contact:** Mary Rosenbaum, editor. Circ. 800. Estab. 1992. Quarterly association magazine for Jews and Christians who are intermarried. Covers all positive interfaith options. (Occasionally treats other religious mixes, e.g., Christian/Muslim.) Suspending print version; PDF sample version available online.

Needs Very seldom buys photos from freelancers. Needs photos of babies/children/teens, couples, multicultural, families, parents, religious. Interested in seasonal. Reviews photos with or without a manuscript. Model/property release required. Photo captions preferred; include names, place, date, occasion.

Specs Uses maximum 4×5 b&w and color prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF files at 1,200 dpi.

Making Contact & Terms Send query letter with photocopies, stock list. Does not keep samples on file; cannot return material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$25-50 /photo. Pays on publication. Credit line given. Buys one-time rights. **Tips** "Pictures must relate to interfaith theme. We have no use for generic single-faith religious scenes, objects or people. Take a look at our publication first. Also, we need photo illustrations for children's story books with Jewish/Christian Thanksgiving, Christmas/Hanukkah themes."

📷 DOWN BEAT MAGAZINE

102 N. Haven Rd., Elmhurst IL 60126. (630)941-2030. Fax: (630)941-3210. E-mail: jasonk@downbeat.com. Web site: www.downbeat.com. **Contact:** Jason Koransky, editor. Circ. 90,000. Estab. 1934. Monthly. Emphasizes jazz musicians. Sample copy available for SASE.

Needs Buys 20 photos from freelancers/issue; 240 photos/year. Needs photos of live music performers/posed musicians/equipment, primarily jazz and blues. Photo captions preferred.

Specs Accepts images in digital format. "Do NOT send unsolicited high-resolution images via e-mail!"

Making Contact & Terms Send 8 × 10 b&w prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies; b&w or color contact sheets by mail. Unsolicited samples will not be returned unless accompanied by SASE. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds only when needed. Simultaneous submissions and previously published work OK. Pay rates vary by size. Credit line given. Buys one-time rights.

Tips "We prefer live shots and interesting candids to studio work."

🐟 \$ THE DRAKE MAGAZINE: For Those Who Fish

34145 Pacific Coast Hwy. #319, Dana Point CA 92629. (949)218-8642. E-mail: info@drakemag.com. Web site: www.drakemag.com. **Contact:** Tom Bie, managing editor. Circ. 10,000. Estab. 1998. Annual magazine for fly-fishing enthusiasts.

Needs Buys 50 photos from freelancers/issue. Needs creative fly-fishing shots. Reviews photos with or without a manuscript.

Specs Uses glossy prints; 35mm transparencies.

Making Contact & Terms Send query letter with slides. Provide business card to be kept on file for possible future assignments. Responds in 6 months to queries. Pays \$200 minimum for color cover; \$40 minimum for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "No 'grip and grins' for fishing photos. Think creative. Show me something new."

\$\$\$ 🦆 DUCKS UNLIMITED

One Waterfowl Way, Memphis TN 38120. (901)758-3864. E-mail: jhoffman@ducks.org. Web site: www.ducks.org. **Contact:** John Hoffman, photo editor. Circ. 580,000. Estab. 1937. Bimonthly association magazine of Ducks Unlimited, a nonprofit organization. Emphasizes waterfowl hunting and conservation. Readers are professional males, ages 40-50. Sample copy available for \$3. Photo guidelines available on Web site, via e-mail or with SASE.

Needs Buys 84 photos from freelancers/issue; 504 photos/year. Needs images of wild ducks and geese, waterfowling and scenic wetlands. Special photo needs include waterfowl hunters, dynamic shots of waterfowl interacting in natural habitat.

Specs Accepts images in digital format. Send via CD as TIFF, JPEG, EPS files at 300 dpi; include thumbnails.

Making Contact & Terms Send only top-quality portfolio of not more than 40 transparencies (35mm or larger) with SASE for consideration. Responds in 1 month. Previously published work OK, if noted. Pays \$100 for thumbnails; \$125 for quarter page or less; \$150 for images less than half page; \$185 for half page; \$240 for full page; \$400 for 2-page spread; \$850 for cover. Pays on publication. Credit line given. Buys one-time rights "plus permission to reprint in our Mexican and Canadian publications."

\$\$\$ 🌿 📷 E/THE ENVIRONMENTAL MAGAZINE

28 Knight St., Norwalk CT 06851. (203)854-5559. Fax: (203)866-0602. E-mail: bhoward@emagazine.com. Web site: www.emagazine.com. **Contact:** Brian Howard, managing editor/photo editor. Circ. 50,000. Estab. 1990. Nonprofit consumer magazine. Emphasizes environmental issues. Readers are environmental activists, people concerned about the environment. Sample copy available for 9 × 12 SAE and \$5. Photo guidelines free with SASE or via e-mail.

Needs Buys 20 photos from freelancers/issue. Needs photos of threatened landscapes, environmental leaders, people and the environment, pollution, transportation, energy, wildlife and activism. Photo captions required; include location, identities of people in photograph, date, action in photograph.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi and at least 3 × 4 print size.

Making Contact & Terms Send query letter with résumé of credits and list of stock photo subjects, specialties or accompanying story ideas. Keeps printed samples on file. Responds in 6 weeks. Simultaneous submissions and previously published work OK. Pays up to \$500 for color cover; up to \$250 for color inside. Pays several weeks after publication. Credit line given. Buys print and Web version rights.

Tips Wants to see “straightforward, journalistic images. Abstract or art photography or landscape photography is not used.” In addition, “please do not send manuscripts with photographs. These can be addressed as queries to the managing editor.”

\$ **EASYRIDERS MAGAZINE**

P.O. Box 3000, Agoura Hills CA 91376-3000. (818)889-8740. Fax: (818)889-1252. Web site: www.easyriders.com. **Contact:** Dave Nichols, editorial director. Estab. 1971. Monthly. Emphasizes “motorcycles (Harley-Davidsons in particular), motorcycle women, bikers having fun.” Readers are “adult men who own, or desire to own, custom motorcycles; the individualist—a rugged guy who enjoys riding a custom motorcycle and all the good times derived from it.” Sample copy free. Photo guidelines free with SASE.

Needs Uses about 60 photos/issue; majority supplied by freelancers; 70% assigned. Needs photos of “motorcycle riding (rugged chopper riders), motorcycle women, good times had by bikers, etc.” Model release required. Also interested in technical articles relating to Harley-Davidsons.

Specs Prefers images in digital format. Send via CD at 300 dpi (“raw from camera, no effects added”). Call the photo editor, John Nielsen (ext. 1331), for digital guidelines.

Making Contact & Terms Send b&w prints, color prints, 35mm transparencies by mail for consideration. Include SASE. Call for appointment for portfolio review. Responds in 3 months. Pays \$30-100 for b&w photos; \$40-250 for color photos; \$30-1,700 for complete package. Other terms for bike features with models to satisfaction of editors. Pays 30 days after publication. Credit line given. Buys all rights. All material must be exclusive.

Tips Trend is toward “more action photos, bikes being photographed by photographers on bikes to create a feeling of motion.” In samples, wants photos “clear, in-focus, eye-catching and showing some emotion. Read magazine before making submissions. Be critical of your own work. Check for sharpness. Also, label photos/slides clearly with name and address.”

\$ \$ **THE ELKS MAGAZINE**

425 W. Diversey Pkwy., Chicago IL 60614-6196. (773)755-4894. Fax: (773)755-4792. E-mail: annai@elks.org. Web site: www.elks.org/elksmag. **Contact:** Anna L. Idol, managing editor. Circ. 1 million. Estab. 1922. Magazine published 10 times/year. Mission is to provide news of Elks to all 1 million members. “In addition, we have general interest articles. Themes: Americana; history; wholesome, family info; sports; industries; adventure; technology. We do not cover religion, politics, controversial issues.” Sample copy free.

Needs Buys 7 cover photos/year. “Photographs of Elks in action are particularly welcome.” Reviews photos with or without a manuscript. Photo captions required; include location.

Specs Uses 35mm, 2 1/4 × 2 1/4, 4 × 5, 8 × 10 transparencies.

Making Contact & Terms Send query letter with samples. Does not keep samples on file; include SASE for return of material. Responds in 2 months to queries. Simultaneous submissions OK. Pays \$475 for color cover. Pays on publication. Credit line given. Buys one-time rights.

Tips “Please send your slides or transparencies. We will review them as soon as possible and return those we will not be publishing. Artistry and technical excellence are as important as subject matter.”

\$ **EOS MAGAZINE**

Robert Scott Publishing Ltd., The Old Barn, Ball Lane, Tackley, Kidlington, Oxfordshire OX5 3AG United Kingdom. (44)(186)933-1741. Fax: (44)(186)933-1641. E-mail: editorial@eos-magazine.com. Web site: www.eos-magazine.com. **Contact:** Angela August, editor. Circ. 20,000. Estab. 1993. Quarterly consumer magazine for all users of Canon EOS cameras. Photo guidelines free.

Needs Looking for quality stand-alone images as well as photos showing specific photographic techniques and comparison pictures. All images must be taken with EOS cameras but not necessarily with Canon lenses. Model release preferred. Photo captions required; include technical details of photo equipment and techniques used.

Specs Accepts images in digital format exclusively.

Making Contact & Terms E-mail for further information on how to submit images, current requirements and rates of payment. Pays on publication. Credit line given. Buys one-time rights.

Tips “We are more likely to use images from photographers who submit a wide selection of top-quality images (40-60 images).”

\$ **FACES: People, Places, and Cultures**

Cobblestone Publishing, 30 Grove St., Suite C, Peterborough NH 03458. (603)924-7209. Fax: (603)924-7380. Website: www.cobblestonepub.com. **Contact:** Elizabeth Crooker Carpentiere, editor. Circ. 13,500. Estab. 1984.

Magazine published 9 times/year, September-May. Emphasizes cultural anthropology for young people ages 8-14. Sample copies available; see Web site. Photo guidelines and themes available on Web site or free with SASE.

Needs Uses about 30-35 photos/issue; about 75% supplied by freelancers. "Photos (color) for text must relate to themes; cover photos (color) should also relate to themes." Send SASE for themes. Photos purchased with or without accompanying manuscript. Model release preferred. Photo captions preferred.

Making Contact & Terms Query with stock photo list and/or samples. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$200-350 for color cover; \$25-100 color inside. Pays on publication. Buys one-time rights. Credit line given.

Tips "Photographers should request our theme list. Most of the photographs we use are of people from other cultures. We look for an ability to capture people in action—at work or play. We primarily need photos showing people, young and old, taking part in ceremonies, rituals, customs and with artifacts and architecture particular to a given culture. Appropriate scenics and animal pictures are also needed. All submissions must relate to a specific future theme."

\$ \$ FAITH TODAY

Evangelical Fellowship of Canada, MIP Box 3745, Markham ON L3R 0Y4 Canada. (905)479-6071, ext 255. Fax: (905)479-4742. E-mail: FTeditor@efc-canada.com. Web site: www.faithtoday.ca. **Contact:** Bill Fledderus, senior editor. Circ. 18,000. Estab. 1984. Bimonthly consumer publication. Sample copy free for SAE.

Needs Buys 3 photos from freelancers/issue; 18 photos/year. Needs photos of multicultural, families, senior citizens, education, religious. Interested in historical/vintage. Also looking for scenes of church life: people praying, singing, etc. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required.

Specs Uses color prints. Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 266 dpi.

Making Contact & Terms Send query letter with photocopies, stock list. Does not keep samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$25-400 for color cover; \$25-150 for color inside. Pays on publication. Credit line given "if requested." Buys one-time rights.

Tips "Our Web site does not adequately represent our use of photos but does list sample articles, so you can see the kind of topics we cover. We also commission illustrations and welcome queries on that."

\$ FAMILY MOTOR COACHING

8291 Clough Pike, Cincinnati OH 45244. (513)474-3622. Fax: (513)388-5286. E-mail: magazine@fmca.com. Web site: www.fmca.com. **Contact:** Robbin Gould, editor. Art Director: Guy Kasselmann. Circ. 140,000. Estab. 1963. Monthly publication of the Family Motor Coach Association. Emphasizes motor homes. Readers are members of national association of motor home owners. Sample copy available for \$3.99 (\$5 if paying by credit card). Writer's/photographer's guidelines free with SASE or via e-mail.

Needs Buys 55-60 photos from freelancers/issue; 660-720 photos/year. Each issue includes varied subject matter—primarily needs photos depicting motorhome travel, travel with scenic shots, couples, families, senior citizens, hobbies and how-to material. Photos purchased with accompanying manuscript only. Model release preferred. Photo captions required.

Specs Accepts images in digital format. Send via CD as EPS, TIFF files at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits, samples, contact sheets; include SASE for return of material. Responds in 3 months. Pays \$100 for color cover; \$25-100 for b&w and color inside. \$125-500 for text/photo package. **Pays on acceptance.** Credit line given if requested. Prefers first North American rights, but will consider one-time rights on photos *only*.

Tips Photographers are "welcome to submit brochures or copies of their work. We'll keep them in mind should a freelance photography need arise."

\$ \$ FARM & RANCH LIVING

ReimanMedia Group, Inc., 5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: photocoordinator@reimanpub.com. Web site: www.farmandranchliving.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1978. Bimonthly magazine. "Concentrates on farming and ranching as a way of life." Readers are full-time farmers and ranchers. "Farm & Ranch Living is supported entirely by subscriptions and accepts no outside advertising." Sample copy available for \$2. Photo guidelines free with SASE.

Needs Buys 15 photos from freelancers/issue; 90 photos/year. Needs photos of beautiful or warmhearted agricultural scenes, lifestyle images of farmers and ranchers (riding, gardening, restoring tractors, handling livestock, hobbies, pets, etc.). Looks for everything from colorful close-ups of produce to panoramic vistas of crops and pastures in a scenic environment. Especially interested in great seasonal shots of agriculture: harvests, feeding cattle in winter, planting, mowing hay. "Shots that are creative, pretty, idyllic or have a warmhearted

human interest quality have the best chance of being used." Photo captions preferred; include season and location, and identify subject (type of crop, livestock, etc.).

Specs Prefers color transparencies, all sizes. Accepts images in digital format. Send via lightboxes, CD/DVD with printed thumbnails and caption sheet, or e-mail if first review selection is small (12 images or less).

Making Contact & Terms Send query letter with samples or list of stock photo subjects; include SASE for return of material. "We review one season at a time; we work one season in advance." Responds in 3 months. Previously published work OK. Buys stock only. Pays \$300 for color cover; \$200 for back cover; \$100-300 for inside. Pays on publication. Buys one-time rights.

Tips "Technical quality is extremely important; focus must be sharp (no soft focus), and colors must be vivid so they 'pop off the page.' Study our magazine thoroughly. We have a continuing need for sharp, colorful images. Those who supply what we need can expect to be regular contributors."

FELLOWSHIP

P.O. Box 271, Nyack NY 10960. (845)358-4601, ext. 42. Fax: (845)358-3278. E-mail: editor@forusa.org. Web site: www.forusa.org. **Contact:** Ethan Vesely-Flad, editor. Circ. 8,500. Estab. 1935. Publication of the Fellowship of Reconciliation; 36-page magazine published 6 times/year. Emphasizes peace-making, social justice, nonviolent social change. Readers are people interested in peace, justice, nonviolence and spirituality. Sample copy available for \$4.50.

Needs Buys 3-5 photos from freelancers/issue; 20-30 photos/year. Needs stock photos of people, civil disobedience, demonstrations—Middle East, Latin America, Caribbean, prisons, anti-nuclear, children, gay/lesbian, the former Soviet Union. Other needs include landscapes/scenics, disasters, environmental, wildlife, religious, humor. Interested in fine art; b&w only. Photo captions required.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Call on specs." Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays \$100 for color cover; \$35 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "You must want to make a contribution to peace movements. Money is simply token."

FENCERS QUARTERLY MAGAZINE

848 S. Kimbrough, Springfield MO 65806. (417)866-4370. E-mail: editor@fencersquarterly.com. Web site: www.fencersquarterly.com. **Contact:** Anita Evangelista, managing editor. Circ. 5,000. Estab. 1996. Quarterly specialty magazine "devoted to all aspects of fencing—its history, traditions, sport, personalities, conflicts and controversies. While our preference is for a 'classical' approach, we publish all viewpoints and well-thought-out opinions." Sample copy available for 9 × 12 SAE with 3 first-class stamps.

Needs Buys 10 photos from freelancers/issue; 40-60 photos/year. Needs photos related to fencing—"can include unique, unusual images; prefer clear action shots over static shots." Interested in avant garde, documentary, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model release required if person is identifiable; property release required. Photo captions preferred; include when, where, who (if fencers are identifiable), and circumstances (if unusual).

Specs Uses 4 × 5 to 8 × 10 glossy or matte color and/or b&w prints. No transparencies. Accepts images in digital format. Send via e-mail as BMP, GIF, JPEG files.

Making Contact & Terms Send query letter with résumé. Provide self-promotion piece to be kept on file for possible future assignments. Send SASE if you want materials returned. Responds in 2 weeks. Simultaneous submissions and previously published work OK; "Please indicate if they are!" Pays \$25-50 for cover; \$5-10 for inside. **Pays on acceptance**, before or at publication. Credit line sometimes given depending upon wishes of photographer. Buys one-time rights, first rights, all rights.

Tips "Our ideal photos show either how stylish, graceful, athletic, and complex fencing can be, or how distorted, tangled and confused modern fencing can be. Contributors should have an understanding of fencing and be familiar with our slant. We're a magazine for the grass-roots, for people who love the sword—many 'ordinary' and 'olympic' fencers subscribe. If we don't buy your work, we'll tell you why. Be realistic about your own work. Just because two people are holding weapons, that doesn't necessarily make a good photo for our magazine."

FIELD & STREAM

2 Park Ave., New York NY 10016. (212)779-5238. Fax: (212)779-5114. Web site: www.fieldandstream.com. **Contact:** Amy Berkley, photo editor. Circ. 1.5 million. Broad-based service magazine published 11 times/year. Editorial content ranges from very basic "how it's done" filler stories that tell in pictures and words how an outdoor technique is accomplished or device is made, to feature articles of penetrating depth about national conservation, game management and resource management issues; also recreational hunting, fishing, travel, nature and outdoor equipment. Photo guidelines available.

Needs Photos using action and a variety of subjects and angles in color and occasionally b&w. "We are always looking for cover photographs, in color, vertical or horizontal. Remember: a cover picture must have room for cover lines." Also looking for interesting photo essay ideas related to hunting and fishing. Query photo editor by mail. Needs photo information regarding subjects, the area, the nature of the activity and the point the picture makes. First Shots: these photos appear every month (2/issue). Prime space, 2-page spread. One of a kind, dramatic, impactful images, capturing the action and excitement of hunting and fishing. Great beauty shots. Unique wildlife images. See recent issues. "Please do not submit images without reviewing past issues and having a strong understanding of our audience."

Specs Uses 35mm slides. Will also consider large-format photography. Accepts images in digital format. Send via CD, e-mail as JPEG files at 300 dpi.

Making Contact & Terms Submit photos by registered mail. Send slides in 8½×11 plastic sheets, and pack slides and/or prints between cardboard. Include SASE for return of material. Drop portfolios at receptionist's desk, ninth floor. Buys first North American serial rights.

FIFTY SOMETHING MAGAZINE

1168 Beachview Dr., Willoughby OH 44094. (440)951-2468. Fax: (440)951-1015. E-mail: linde@apk.net. **Contact:** Linda Lindeman-DeCarlo, publisher. Circ. 10,000. Estab. 1990. Quarterly consumer magazine targeted to the 50-and-better reader. Sample copy available for 9×12 SAE with \$1.35 first-class postage. Photo guidelines available for #10 SASE.

Needs Buys 2 photos from freelancers/issue; 8 photos/year. Needs photos of celebrities, couples, families, parents, senior citizens, disasters, environmental, landscapes/scenics, architecture, gardening, interiors/decorating, pets, rural, medicine, military, political, product shots/still life, adventure, entertainment, events, health/fitness/beauty, hobbies, humor, sports, travel. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses 4×6 glossy color and/or b&w prints; 35mm, 8×10 transparencies. Accepts images in digital format. Send via CD as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months. Simultaneous submissions and previously published work OK. Pays \$10-100. Pays on publication. Credit line given. Buys one-time rights.

Tips "Looking for photos that are clear and colorful. Need material for historical and nostalgic features. Anything that is directed toward the over-50 reader."

FINESCALE MODELER

21027 Crossroads Circle, P.O. Box 1612, Waukesha WI 53187-1612. (262)796-8776. Fax: (262)796-1383. E-mail: editor@finescale.com. Web site: www.finescale.com. **Contact:** Matthew Usher, editor. Circ. 60,000. Magazine published 10 times/year. Emphasizes "how-to information for hobbyists who build non-operating scale models." Readers are "adult and juvenile hobbyists who build non-operating model aircraft, ships, tanks and military vehicles, cars and figures." Sample copy available for \$4.95. Photo guidelines free with SASE or on Web site.

Needs Buys 10 photos from freelancers/issue; 100 photos/year. Needs "in-progress how-to photos illustrating a specific modeling technique; photos of full-size aircraft, cars, trucks, tanks and ships." Model release required. Photo captions required.

Specs Prefers prints and transparencies; will accept digital images if submission guidelines are followed.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Phone calls are OK." Responds in 2 months. "Will sometimes accept previously published work if copyright is clear." Pays \$25 minimum for color cover; \$8 minimum for inside; \$50/page; \$50-500 for text/photo package. **Pays for photos on publication, for text/photo package on acceptance.** Credit line given. Buys all rights.

Tips Looking for "sharp color prints or slides of model aircraft, ships, cars, trucks, tanks, figures and science-fiction subjects. In addition to photographic talent, must have comprehensive knowledge of objects photographed and provide complete caption material. Freelance photographers should provide a catalog stating subject, date, place, format, conditions of sale and desired credit line before attempting to sell us photos. We're most likely to purchase color photos of outstanding models of all types for our regular feature, 'Showcase.' "

540 RIDER

TMB Publications, P.O. Box 1156, Lake Oswego OR 97035. (503)236-2524. Fax: (503)620-3800. E-mail: dank@aracnet.com. Web site: www.540rider.com. **Contact:** Dan Kesterson, publisher. Circ. 100,000. Estab. 2002. Quarterly magazine. Emphasizes action sports for youth: snowboarding, skateboarding and other board sports.

Features high school teams, results, events, training, "and kids that just like to ride." Sample copy available for 8×10 SAE and 75¢ first-class postage. Photo guidelines available by e-mail request or on Web site.

Needs Buys 10-20 photos from freelancers/issue; 40-80 photos/year. Needs photos of sports. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Accepts images in digital format only. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Send query via e-mail. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$25 minimum for b&w and color covers and inside photos. Pays on publication. Credit line given. Buys all rights.

Tips "Send an e-mail ahead of time to discuss. Send us stuff that even you don't like, because we just might like it."

FLY FISHERMAN

Primedia Magazines, Inc., 6405 Flank Dr., Harrisburg PA 17112. (717)657-9555. Fax: (717)657-9552. Web site: www.flyfisherman.com. **Contact:** John Randolph, editor/publisher. Managing Editor: Jay Nichols. Circ. 130,000. Magazine published 6 times/year. Emphasizes all types of fly fishing for readers who are "97.8% male, 83% college-educated, 98% married; average household income is \$138,000, and 49% are managers or professionals; 68% keep their copies for future reference and spend 33 days/year fishing." Sample copy available via Web site or for \$4.95 with 9×12 SAE and 4 first-class stamps. Photo guidelines available on Web site or free with SASE.

Needs Buys 36 photos from freelancers/issue; 216 photos/year. Needs shots of "fly fishing and all related areas—scenics, fish, insects, how-to." Photo captions required.

Making Contact & Terms Send 35mm, 2¼×2¼, 4×5 or 8×10 color transparencies by mail with SASE for consideration. Accepts color digital images on CD or via e-mail for submissions. Responds in 6 weeks. Payment negotiable. Pays on publication. Credit line given. Buys one-time or all rights.

FLY ROD & REEL: The Excitement of Fly-Fishing

P.O. Box 370, Camden ME 04843. (207)594-9544. Fax: (207)594-5144. E-mail: pguernsey@flyrodreel.com. Web site: www.flyrodreel.com. **Contact:** Paul Guernsey, editor-in-chief. Circ. 61,941. Bimonthly magazine. Emphasizes fly-fishing. Readers are primarily fly-fishers ages 30-60. Estab. 1979. Sample copy and photo guidelines free with SASE; photo guidelines also available via e-mail.

Needs Buys 15-20 photos from freelancers/issue; 90-120 photos/year. Needs "photos of fish, scenics (preferably with anglers in shot), equipment." Photo captions preferred; include location, name of model (if applicable).

Specs Uses 35mm slides; 2¼×2¼, 4×5 transparencies.

Making Contact & Terms Send query letter with list of stock photo subjects. Send unsolicited photos by mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Pays \$500-650 for color cover photo; \$75 for b&w inside; \$75-200 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Photos should avoid appearance of being too 'staged.' We look for bright color (especially on covers), and unusual, visually appealing settings. Trout and salmon are preferred for covers. Also looking for saltwater fly-fishing subjects. Ask for guidelines, then send 20 to 40 shots showing breadth of work."

\$\$\$ FOOD & WINE

American Express Publishing Corporation, 1120 Avenue of the Americas, New York NY 10036. (212)382-5600. Web site: www.foodandwine.com. **Contact:** Fredrika Stjerne, director of photography. Circ. 950,000. Estab. 1978. Monthly magazine. Emphasizes food and wine. Readers are "upscale people who cook, entertain, dine out and travel stylishly."

Needs Uses about 25-30 photos/issue; 85% freelance photography on assignment basis; 15% freelance stock. "We look for editorial reportage specialists who do restaurants, food on location, and travel photography." Model release required. Photo captions required.

Making Contact & Terms Drop off portfolio on Wednesday (attn: Molly Ryder). Call for pickup. Submit fliers, tearsheets, etc., to be kept on file for possible future assignments and stock usage. Pays \$450/color page; \$100-450 for color photos. **Pays on acceptance.** Credit line given. Buys one-time world rights.

\$\$\$ FORTUNE

Rockefeller Center, Time-Life Bldg., 1271 Avenue of the Americas, New York NY 10020. (212)522-3803. Fax: (212)467-1213. E-mail: scott_thode@fortunemail.com. Web site: www.fortune.com. **Contact:** Scott Thode, deputy picture editor. Emphasizes analysis of news in the business world for management personnel.

Making Contact & Terms Picture Editor reviews photographers' portfolios on an overnight drop-off basis.

Photos purchased on assignment only. Day rate on assignment (against space rate): \$400; page rate for space: \$400; minimum for b&w or color usage: \$200. Pays extra for electronic rights.

FRANCE MAGAZINE

Archant House, Oriol Rd., Cheltenham, Gloucestershire GL50 1BB United Kingdom. (44)(124)221-6050. Fax: (44)(124)221-6076. E-mail: editorial@francemag.com. Web site: www.francemag.com. **Contact:** Susan Bozard, art editor. Circ. 45,000. Estab. 1990. Monthly magazine about France. Readers are male and female, ages 45 and over; people who holiday in France.

Needs Needs photos of France and French subjects: people, places, customs, curiosities, produce, towns, cities, countryside. Photo captions required; include location and as much information as is practical.

Specs Uses 35mm, medium-format transparencies; high-quality digital.

Making Contact & Terms "E-mail in the first instance with lists of subjects and/or low-res JPEG files. Will request transparencies or high-res as necessary." Pays £100 for color cover; £50/color full page; £25/quarter page. Pays following publication. Buys one-time rights. Credit line given.

FRANCE TODAY: The Journal of French Culture and Travel

FrancePress, LLC, 944 Market St., Suite 210, San Francisco CA 94102. (415)981-9088, ext. 701. Fax: (415)981-9177. E-mail: asenges@francetoday.com. Web site: www.francetoday.com. **Contact:** Anne Sengès, editor-in-chief. Circ. 25,000. Estab. 1982. Monthly magazine. Readers are English-speaking people interested in French culture and travel. Sample copy available for SAE with 4 first-class stamps.

Needs Needs original and unique photos of France and French-related themes (French celebrities, travel, adventure). Reviews photos with or without a manuscript. Model release preferred. Photo captions preferred.

Specs Uses color, b&w prints; 35mm, 2¼×2¼, 4×5, 8×10 color transparencies. Accepts images in digital format. Send as JPEG files.

Making Contact & Terms Send query letter with samples. To show portfolio, photographer should follow up with call. Portfolio can include photos in any format. Keeps samples on file; include SASE for return of material. Responds in 2 months to queries. Simultaneous submissions and previously published work OK. Pays \$25-200 for color cover; \$25-50 for b&w and color inside. Pays on publication. Buys all rights; negotiable.

FREEFALL

Undead Poets Press, 15735 Kerstyn St., Taylor MI 48180-4891. E-mail: mauruspoet@yahoo.com. **Contact:** Marc Maurus, publisher. Estab. 1997. Circ. 250. Poetry journal "that uses standard snapshot-sized photos, one on the front cover and one on the back." Photo guidelines available with #10 SASE.

Needs Buys 1 or 2 photos from freelancers/issue; 6 photos/year. Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, gardening, interiors/decorating, rural, agriculture, industry, medicine, product shots/still life, science, landscapes/scenics, wildlife, hobbies, humor, performing arts, travel. Interested in fine art, seasonal. Model/property release required.

Specs Uses 4×6 glossy or matte color or b&w prints.

Making Contact & Terms Send query letter with prints. Does not keep samples on file; include SASE for return of material. Credit line given.

Tips "We look for quality composition in artistic work. Our magazine is edgy as often as it is pondering, and we like our photos to be varied as well."

FT. MYERS MAGAZINE

15880 Summerlin Rd., Suite 189, Ft. Myers FL 33908. E-mail: ftmyers@optonline.net. **Contact:** Andrew Elias, director. Circ. 20,000. Estab. 2002. Magazine published every 2 months for southwest Florida, focusing on local and national arts and lifestyle. *Ft. Myers Magazine* is targeted at successful, educated and active residents of southwest Florida, ages 20-60, as well as guests at the best hotels and resorts on the Gulf Coast. Media columns and features include: books, music, video, films, theater, Internet, software (news, previews, reviews, interviews, profiles). Lifestyle columns and features include: art & design, house & garden, food & drink, sports & recreation, health & fitness, travel & leisure, science & technology (news, previews, reviews, interviews, profiles). Sample copy available for \$3 including postage & handling.

Needs Buys 3-6 photos from freelancers/year. Needs photos of celebrities, architecture, gardening, interiors/decorating, medicine, product shots/still life, environmental, landscapes/scenics, wildlife, entertainment, events, food & drink, health/fitness/beauty, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage. Also needs beaches, beach scenes/sunsets over beaches, boating/fishing, palm trees. Reviews photos with or without a manuscript. Model release required. Photo captions preferred; include description of image and photo credit.

Specs Uses 4×5, 8×10 glossy or matte color and/or b&w prints; 35mm, 2×2, 4×5, 8×10 transparencies ("all are acceptable, but we prefer prints or digital"). Accepts images in digital format. Send via CD, floppy

disk, Zip, e-mail (preferred) as TIFF, EPS, PICT, JPEG, PDF files (prefers TIFF or JPEG) at 300-600 dpi.

Making Contact & Terms Send query letter via e-mail with digital images and stock list. Provide résumé, business card, self-promotion piece to be kept on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$100 for b&w or color cover; \$25-100 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights.

\$ FUR-FISH-GAME

A.R. Harding Publishing, 2878 E. Main St., Columbus OH 43212. Web site: www.furfishgame.com. **Contact:** Mitch Cox, editor. Monthly outdoor magazine emphasizing hunting, trapping, fishing and camping.

Needs Buys 4 photos from freelancers/issue; 50 photos/year. Needs photos of freshwater fish, wildlife, wilderness and rural scenes. Reviews photos with or without a manuscript. Photo captions required; include subject.

Specs Uses color and/or b&w prints; 35mm transparencies.

Making Contact & Terms Send query letter "and nothing more." Does not keep samples on file; include SASE for return of material. Responds in 1 month to queries. Simultaneous submissions and previously published work OK. Pays \$25 minimum for b&w and color inside. Pays on publication. Credit line given. Buys one-time rights.

\$ \$ GALLERY MAGAZINE

401 Park Ave. S., 3rd Floor, New York NY 10016-8802. (212)779-8900. Fax: (212)725-7215. E-mail: gndphoto@gm.net. Web site: www.gallerymagazine.com. **Contact:** Audrey Sweet, photo editor. Editorial Director: C.S. O'Brien. Art Director: Jesse Garon. Estab. 1972. Emphasizes men's interests. Readers are male, collegiate, middle class. Photo guidelines free with SASE.

Needs Buys 20 photos from freelancers/issue. Needs photos of nude women and celebrities, plus sports, adventure, popular arts and investigative journalism pieces. Model release with photo ID required.

Making Contact & Terms Send at least 200 35mm transparencies by mail with SASE for consideration. "We need several days for examination of photos." Responds in 1 month. Pays \$85-120/photo. Girl sets: pays \$1,200-2,000; cover extra. Pays extra for electronic usage of images. Buys first North American serial rights plus nonexclusive international rights. Also operates Girl Next Door contest: \$250 entry photo; \$2,500 monthly winner; \$25,000 yearly winner (must be amateur!). Photographer: entry photo receives 1-year free subscription; monthly winner \$500; yearly winner \$2,500. Send by mail for contest information.

Tips In photographer's samples, wants to see "beautiful models and excellent composition. Avoid soft focus! Send complete layout."

\$ GAME & FISH MAGAZINES

2250 Newmarket Pkwy., Suite 110, Marietta GA 30067. (770)953-9222, ext. 2029. Fax: (770)933-9510. E-mail: ronald.sinfelt@primedia.com. Web site: www.gameandfish.about.com. **Contact:** Ron Sinfelt, photo editor. Editorial Director: Ken Dunwoody. Combined circ. 576,000. Estab. 1975. Publishes 31 different monthly outdoors magazines: *Alabama Game & Fish*, *Arkansas Sportsman*, *California Game & Fish*, *Florida Game & Fish*, *Georgia Sportsman*, *Great Plains Game & Fish*, *Illinois Game & Fish*, *Indiana Game & Fish*, *Iowa Game & Fish*, *Kentucky Game & Fish*, *Louisiana Game & Fish*, *Michigan Sportsman*, *Mid-Atlantic Game & Fish*, *Minnesota Sportsman*, *Mississippi Game & Fish*, *Missouri Game & Fish*, *New England Game & Fish*, *New York Game & Fish*, *North Carolina Game & Fish*, *Ohio Game & Fish*, *Oklahoma Game & Fish*, *Pennsylvania Game & Fish*, *Rocky Mountain Game & Fish*, *South Carolina Game & Fish*, *Tennessee Sportsman*, *Texas Sportsman*, *Virginia Game & Fish*, *Washington-Oregon Game & Fish*, *West Virginia Game & Fish*, *Wisconsin Sportsman*, and *North American Whitetail*. All magazines (except *Whitetail*) are for experienced hunters and fishermen and provide information about where, when and how to enjoy the best hunting and fishing in their particular state or region, as well as articles about game and fish management, conservation and environmental issues. Sample copies available for \$3.50 with 10×12 SAE. Photo guidelines and current needs list free with SASE.

Needs Fifty percent of photos supplied by freelance photographers; 5% assigned. Needs photos of live game animals/birds in natural environments and hunting scenes; also underwater game fish photos and fishing scenes. Photo captions required; include species identification and location. Number slides/prints.

Specs Accepts images in digital format. Send via CD at 300 dpi with output of 8×12 inches.

Making Contact & Terms Send 5×7, 8×10 glossy b&w prints or 35mm transparencies (preferably Fujichrome, Kodachrome) with SASE for consideration. Responds in 1 month. Simultaneous submissions not accepted. Pays \$250 for color cover; \$25 for b&w inside; \$75 for color inside. Pays 60 days prior to publication. Tearsheet provided. Credit line given. Buys one-time rights.

Tips "Study the photos that we are publishing before sending submission. We'll return photos we don't expect to use and hold remainder in-house so they're available for monthly photo selections. Please do not send dupes. Photos will be returned upon publication or at photographer's request."

\$\$\$ GARDENING HOW-TO

National Home Gardening Club, 12301 Whitewater Dr., Minnetonka MN 55317. (952)936-9333. E-mail: lsamoilenko@namginc.com. Web site: www.gardeningclub.com. **Contact:** Lisa Samoilenko, art director. Circ. 708,000. Estab. 1996. Association magazine published 6 times/year. Emphasizes gardening subjects for the avid home gardener, from beginner to expert. Readers are 78% female, average age of 51. Sample copies available.

Needs Buys 50 photos from freelancers/issue; 300 photos/year. Needs photos of gardening. Offers assignment work shooting specific gardens around the country. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Prefers images in digital format. Send via CD as TIFF, EPS, JPEG files at 300 dpi. "FTP site available for digital images." Also uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies.

Making Contact & Terms Query art director. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$750 for cover; payment for inside depends on size. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights, electronic rights; negotiable.

Tips "Looking for tack-sharp, colorful general gardening photos and will send specific wants if interested in your work. Send a complete list of photos along with slides or CD in package."

\$\$\$ GEORGIA BACKROADS

Legacy Communications, Inc., P.O. Box 585, Armuchee GA 30105-0585. (706)295-7998. E-mail: georgiabackroads@georgiahistory.ws. Web site: www.georgiahistory.ws. **Contact:** Dan Roper, editor and publisher. Circ. 18,861. Estab. 1984. Quarterly magazine emphasizing travel, history, and lifestyle articles on topics related to the state of Georgia and its scenic and historic attractions. *Georgia Backroads* is the state's leading travel and history magazine. Sample copy available for \$4.98 and 9 × 12 SAE with \$2 first-class postage.

Needs Buys 25 photos from freelancers/issue; 100 photos/year. Needs photos of celebrities, disasters, landscapes/scenics, wildlife, rural, adventure, entertainment, travel. Interested in historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release required. Photo captions required.

Specs Uses 5 × 7 glossy prints; 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files.

Making Contact & Terms Send query letter with photocopies, stock list. Does not keep samples on file. Responds in 1 month to queries. Responds only if interested; send nonreturnable samples. Pays \$100-250 for color cover; \$5-15 for inside. Pays on publication. Credit line given. Buys all rights; negotiable.

\$\$\$ GEORGIA STRAIGHT

1701 W. Broadway, Vancouver BC V6J 1Y3 Canada. (604)730-7000. Fax: (604)730-7010. E-mail: photos@straight.com. Web site: www.straight.com. **Contact:** Charlie Smith, editor. Circ. 117,000. Estab. 1967. Weekly tabloid. Emphasizes entertainment. Readers are generally well-educated people, ages 20-45. Sample copy free with 10 × 12 SASE.

Needs Buys 7 photos from freelancers/issue; 364 photos/year. Needs photos of entertainment events and personalities. Photo captions preferred.

Making Contact & Terms Send query letter with list of stock photo subjects. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Include SASE for return of material. Pays \$250-300 for cover; \$100-200 for inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Almost all needs are for in-Vancouver assigned photos, except for high-quality portraits of film stars. We rarely use unsolicited photos, except for Vancouver photos for our content page."

GHOST TOWN

2660 Petersborough St., Herndon VA 20171. E-mail: shannonaswriter@yahoo.com. Estab. 1998. Quarterly magazine. Photo guidelines available by e-mail request.

Needs Buys 12 photos from freelancers/issue; 48-72 photos/year. Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, events, food/drink, sports, travel, agriculture, medicine, military, political, product shots/still life, science, technology—as related to archaeology and ghost towns. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Wants photos of archaeology sites and excavations in progress. "Would like photographs of artifacts and Paleobiology." Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. "If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs is acceptable." Provide résumé, business card

or self-promotion piece to be kept on file for possible future assignments. "A photograph or two sent with CD is requested but not required. Illustrations and artwork are also accepted." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

GIRLS LIFE MAGAZINE/GIRLSLIFE.COM

4517 Harford Rd., Baltimore MD 21214. (410)426-9600. Fax: (410)254-0991. E-mail: kasey@girlslife.com. Web site: www.girlslife.com. **Contact:** Kasey Simcoe, online editor. Estab. 1994. Bimonthly magazine emphasizing advice, relationships, school, current news issues, entertainment, quizzes, fashion and beauty pertaining to preteen girls. Readers are preteen girls (ages 10-15).

Needs Buys 65 photos from freelancers/issue. Submit seasonal material 3 months in advance.

Specs Uses 5×8, 8½×11 color and/or b&w prints; 35mm, 4×5 transparencies.

Making Contact & Terms Send query letter with stock list. Works on assignment only. Keeps samples on file. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays on usage. Credit line given.

GOOD HOUSEKEEPING

Hearst Communications, Inc, 959 Eighth Ave., New York NY 10019-3795. (212)649-2000. Fax: (212)265-3307. Web site: www.goodhousekeeping.com. **Contact:** Design Director. *Good Housekeeping* articles focus on food, fitness, beauty and childcare, drawing upon the resources of the Good Housekeeping Institute. Editorial includes human interest stories and articles that focus on social issues, money management, health news and travel. Photos purchased mainly on assignment. *Query before submitting.*

GOSPEL HERALD

4904 King St., Beamsville ON L0R 1B6 Canada. (905)563-7503. E-mail: editorial@gospelherald.org. Web site: www.gospelherald.org. **Contact:** Wayne Turner, co-editor. Managing Editor: Max Craddock. Circ. 1,300. Estab. 1936. Monthly consumer magazine. Emphasizes Christianity. Readers are primarily members of the Churches of Christ. Sample copy free with SASE.

Needs Uses 2-3 photos/issue. Needs photos of babies/children/teens, families, parents, landscapes/scenics, wildlife, seasonal, especially those relating to readership—moral, religious and nature themes.

Specs Uses b&w, any size and any format. Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files.

Making Contact & Terms Send unsolicited photos by mail for consideration. Payment not given, but photographer receives credit line.

Tips "We have never paid for photos. Because of the purpose of our magazine, both photos and stories are accepted on a volunteer basis."

GRAND RAPIDS FAMILY MAGAZINE

Gemini Publications, 549 Ottawa Ave. NW, Suite 201, Grand Rapids MI 49503. (616)459-4545. Fax: (616)459-4800. E-mail: ssommerfeld@geminipub.com. Web site: www.grfamily.com. **Contact:** Scott Sommerfeld, design/production manager. Circ. 30,000. Estab. 1989. Monthly magazine. Readers are West Michigan families. Sample copy available for \$2. Photo guidelines free with SASE.

Needs Buys 20-50 photos from freelancers/issue; 240-600 photos/year. Needs photos of families, children, education, infants, play, etc. Model/property release required. Photo captions preferred; include who, what, where, when. *Only using in-state photographers—West Michigan region.*

Making Contact & Terms Send query letter with résumé of credits, stock list. Sometimes keeps samples on file; include SASE for return of material. Responds in 1 month, only if interested. Simultaneous submissions and previously published work OK. Pays \$200 minimum for color cover; \$35-75 for inside. Pays on publication. Credit line given. Buys one-time rights, all rights; negotiable.

Tips "We are not interested in 'clip art' variety photos. We want the honesty of photojournalism; photos that speak to the heart, that tell a story, that add to the story told."

GRAND RAPIDS MAGAZINE

Gemini Publications, 549 Ottawa Ave. NW, Suite 201, Grand Rapids MI 49503-1444. (616)459-4545. Fax: (616)459-4800. E-mail: ssommerfeld@geminipub.com. Web site: www.grmag.com. **Contact:** Scott Sommerfeld, design/production manager. Estab. 1964. Monthly magazine. Emphasizes community-related material of metro Grand Rapids area and West Michigan; local action and local people.

Needs Needs photos of animals, nature, scenic, travel, sport, fashion/beauty, photo essay/photo feature, fine art, documentary, human interest, celebrity/personality, humorous, wildlife, vibrant people shots and special

effects/experimental. Wants, on a regular basis, West Michigan photo essays and travel-photo essays of any area in Michigan. Model release required. Photo captions required.

Specs Prefers images in digital format. Send via CD at 300 dpi minimum. Also uses 2¼×2¼, 4×5 color transparencies for cover, vertical format required. "High-quality digital also acceptable."

Making Contact & Terms Send material by mail for consideration; include SASE for return. Provide business card to be kept on file for possible future assignments; "only people on file with us are those we have met and personally reviewed." Arrange a personal interview to show portfolio. Responds in 3 weeks. Pays \$35-100 for color photos; \$100 minimum for cover. Buys one-time rights, exclusive product rights, all rights; negotiable.

Tips "Most photography is by our local freelance photographers, so you should sell us on the unique nature of what you have to offer."

GRIT MAGAZINE

1503 SW 42nd St., Topeka KS 66609. (785)274-4300. Fax: (785)274-4305. E-mail: grit@grit.com. Web site: www.grit.com. **Contact:** K.C. Compton, editor-in-chief. Circ. 90,000. Estab. 1882. Bimonthly magazine. Emphasizes lifestyle or "hobby" farm-oriented material. Readership is national. Sample copy available for \$4.

Needs Buys 24+ photos/year with accompanying stories or articles; 90% from freelancers. Needs, on a regular basis, photos of small-farm livestock, animals, farm labor, gardening, produce and related images. "Be certain pictures are well composed, properly exposed and pin sharp. Must be *shot* at high resolution (no less than 300 dpi). No cheesecake. No pictures that cannot be shown to any member of the family. No pictures that are out of focus or over- or under-exposed. No ribbon-cutting, check-passing or hand-shaking pictures. Story subjects include all aspects of the hobby or lifestyle farm, such as livestock, farm dogs, barn cats, sowing and hoeing, small tractors, fences, etc." Photo captions required. "Any image that stands alone must be accompanied by 50-100 words of meaningful caption information."

Specs Uses 35mm, slides and high-resolution digital images. Send digital images via CD, Zip as JPEG files at 300 dpi.

Making Contact & Terms Study the magazine. Send material by mail with SASE for consideration. Responds ASAP. Pays \$200 for color cover; \$35-150 for color inside; \$25-100 for b&w inside. Rarely uses b&w, and only if "irresistibly atmospheric." Pays on publication. Buys shared rights; negotiable.

Tips "This is a relaunch of an old title. You must study the new publication to make sure your submissions are appropriate to *Grit's* new direction."

GUEST INFORMANT

21200 Erwin St., Woodland Hills CA 91367. (818)716-7484. Fax: (818)716-7583. E-mail: susan.strayer@guestinformant.com or karen.maze@guestinformant.com. Web site: www.guestinformant.com. **Contact:** Susan Strayer or Karen Maze, photo editors. Quarterly and annual city guide books. Emphasizes city-specific photos for use in guide books distributed in upscale hotel rooms in approximately 30 U.S. cities.

Needs "We review people-oriented, city-specific stock photography that is innovative and on the cutting edge." Needs photos of couples, multicultural, landscapes/scenics, wildlife, architecture, cities/urban, events, food/drink, travel. Interested in fine art, historical/vintage, seasonal. Photo captions required; include city, location, event, etc.

Specs Uses transparencies. Accepts images in digital format. Send via CD.

Making Contact & Terms Send query letter via e-mail. Provide promo, business card and list of cities covered. "Send transparencies with a delivery memo stating the number and format of transparencies you are sending. All transparencies must be clearly marked with photographer's name and caption information. They should be submitted in slide pages with similar images grouped together. To submit portfolio for review, call first." Pays \$250-450 for color cover; \$100-200 for color inside. 50% reuse rate. Pays on publication, which is about 60 days from initial submission. Credit line given.

Tips Contact photo editors via e-mail for guidelines and submission schedule before sending your work.

GUIDEPOSTS

16 E. 34th St., 21st Floor, New York NY 10016. (212)251-8124. Fax: (212)684-1311. Web site: www.guideposts.com. **Contact:** Candice Smilow, photo editor. Circ. 2.6 million. Estab. 1945. Monthly magazine. Emphasizes tested methods for developing courage, strength and positive attitudes through faith in God. Free sample copy and photo guidelines with 6×9 SASE.

Needs Uses 90% assignment, 10% stock on a story-by-story basis. Photos are mostly environmental portraiture, editorial reportage. Stock can be scenic, sports, fine art, mixed variety. Model release required.

Specs Uses 35mm, 2¼×2¼ transparencies; vertical for cover, horizontal or vertical for inside. Accepts images in digital format. Send via CD at 300 dpi.

Making Contact & Terms Send photos or arrange a personal interview. Responds in 1 month. Simultaneous

submissions OK. Pays by job or on a per-photo basis; \$800 minimum for color cover; \$150-400 for color inside; \$450/day; negotiable. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "I'm looking for photographs that show people in their environment; straight portraiture and people interacting. We're trying to appear more contemporary. We want to attract a younger audience and yet maintain a homey feel. For stock—scenics; graphic images in color. *Guideposts* is an 'inspirational' magazine. NO violence, nudity, sex. No more than 20 images at a time. Write first and ask for a sample issue; this will give you a better idea of what we're looking for. I will review transparencies on a light box."

GUITAR ONE

Future Network USA, 149 Fifth Ave., 9th Floor, New York NY 10010-6987. (646)723-5400. E-mail: jimmyhubbard@guitarworld.com. Web site: www.futurenetworkusa.com. **Contact:** Jimmy Hubbard, photo editor. Circ. 150,000. Consumer magazine for guitar players and enthusiasts.

Needs Buys 20 photos from freelancers/issue; 240 photos/year. Needs photos of guitarists. Reviews photos with or without a manuscript. Property release preferred. Photo captions preferred.

Specs Uses glossy or matte color and/or b&w prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, tearsheets. Keeps samples on file. Responds in 2 weeks to queries. Previously published work OK. Pay rates vary by size. **Pays on acceptance.** Credit line given. Buys one-time rights.

GUITAR WORLD

Future Network USA, 149 Fifth Ave., 9th Floor, New York NY 10010-6987. (646)723-5400. E-mail: jimmyhubbard@guitarworld.com. Web site: www.futurenetworkusa.com. **Contact:** Jimmy Hubbard, photo editor. Circ. 150,000. Consumer magazine for guitar players and enthusiasts.

Needs Buys 20 photos from freelancers/issue; 240 photos/year. Needs photos of guitarists. Reviews photos with or without a manuscript. Property release preferred. Photo captions preferred.

Specs Uses glossy or matte color and/or b&w prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, tearsheets. Keeps samples on file. Responds in 2 weeks to queries. Previously published work OK. Pay rates vary by size. **Pays on acceptance.** Credit line given. Buys one-time rights.

HADASSAH MAGAZINE

50 W. 58th St., New York NY 10019. (212)451-6284. Fax: (212)451-6257. E-mail: lfinkelshteyn@hadassah.org. Web site: www.hadassah.org. **Contact:** Leah Finkelshteyn, senior editor. Circ. 300,000. Monthly publication of the Hadassah Women's Zionist Organization of America. Emphasizes Jewish life, Israel. Readers are 85% females who travel and are interested in Jewish affairs, average age 59. Photo guidelines free with SASE.

Needs Uses 10 photos/issue; most supplied by freelancers. Needs photos of travel, Israel and general Jewish life. Photo captions preferred; include where, when, who and credit line.

Specs Accepts images in digital format. Send via CD as JPEG files at 300 dpi.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration. Keeps samples on file; include SASE for return of material. Responds in 3 months. Pays \$450 for color cover; \$125-175 for ¼ page color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We frequently need travel photos, especially of places of Jewish interest."

HARPER'S MAGAZINE

Harper's Magazine Foundation, 666 Broadway, 11th Floor, New York NY 10012. (212)420-5720. Fax: (212)228-5889. E-mail: alyssa@harpers.org. Web site: www.harpers.org. **Contact:** Alyssa Coppelman, assistant art director. Circ. 250,000. Estab. 1850. Monthly literary magazine. "The nation's oldest continually published magazine providing fiction, satire, political criticism, social criticism, essays."

Needs Buys 8-10 photos from freelancers/issue; 120 photos/year. Needs photos of human rights issues, environmental, political. Interested in alternative process, avant garde, documentary, fine art, historical/vintage. Model/property release preferred.

Specs Uses any format. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies. Portfolio may be dropped off last Wednesday of the month. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 1 week. Pays \$200-800 for b&w/color cover; \$250-400 for b&w/color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Harper's is geared more toward fine art photos or artist's portfolios than to 'traditional' photo usages."

For instance, we never do fashion, food, travel (unless it's for political commentary), lifestyles or celebrity profiles. A good understanding of the magazine is crucial for photo submissions. We consider all styles and like experimental or non-traditional work. Please don't confuse us with *Harper's Bazaar*!"

HEALING LIFESTYLES & SPAS MAGAZINE

JLD Publications, Inc., P.O. Box 271207, Louisville CO 80027. (202)441-9557. E-mail: melissa@healinglifestyles.com. Web site: www.healinglifestyles.com. **Contact:** Melissa B. Williams, editor-in-chief. Circ. 50,000. Estab. 1997. Bimonthly consumer magazine focusing on spas, retreats, therapies, food and beauty geared towards a mostly female audience, offering a more holistic and alternative approach to healthy living. Sample copies available. Photo guidelines available for SASE.

Needs Buys 3 photos from freelancers/issue; 6-12 photos/year. Needs photos of multicultural, environmental, landscapes/scenics, adventure, health/fitness/beauty, food, yoga, travel. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required; include subject, location, etc.

Specs Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi. Also uses 35mm or large-format transparencies.

Making Contact & Terms Send query letter with résumé, prints, tearsheets. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 1 month. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays on assignment. Credit line given. Buys one-time rights.

Tips "We strongly prefer digital submissions, but will accept all formats. We're looking for something other than the typical resort/spa shots—everything from at-home spa treatments to far-off, exotic locations. We're also looking for reliable lifestyle photographers who can shoot yoga-inspired shots, healthy cuisine, ingredients, and spa modalities in an interesting and enlightening way."

HERITAGE RAILWAY MAGAZINE

P.O. Box 43, Horncastle, Lincolnshire LN9 6JR United Kingdom. (44)(507)529300. Fax: (44)(507)529301. E-mail: robinjones@mortons.co.uk. Web site: www.heritagerrailway.co.uk. **Contact:** Mr. Robin Jones, editor. Circ. 15,000. Monthly leisure magazine emphasizing preserved railways; covering heritage steam, diesel and electric trains with over 30 pages of news in each issue.

Needs Interested in railway preservation. Reviews photos with or without a manuscript. Photo captions required.

Specs Uses glossy or matte color and b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. No digital images accepted.

Making Contact & Terms Send query letter with slides, prints, transparencies. Does not keep samples on file; include SASE for return of material. Responds in 1 month to queries. Simultaneous submissions OK. Buys one-time rights.

Tips "Contributions should be topical, preferably taken in the previous month. Label clearly all submissions and include a SAE."

HIGHLIGHTS FOR CHILDREN

803 Church St., Honesdale PA 18431. (570)253-1080. Web site: www.highlights.com. **Contact:** Cindy Faber Smith, art director. Circ. around 2.5 million. Monthly magazine for children ages 2-12. Sample copy free.

• *Highlights* is currently expanding photographic needs.

Needs Buys 100 or more photos/year. "We will consider outstanding photo essays on subjects of high interest to children." Reviews photos with accompanying manuscript only. Wants no single photos without captions or accompanying manuscript.

Specs Accepts images in digital format. Send via CD at 300 dpi. Also accepts transparencies of all sizes.

Making Contact & Terms Send photo essays with SASE for consideration. Responds in 7 weeks. Pays \$30 minimum for b&w photos; \$50 minimum for color photos; \$100 minimum for manuscript. Buys all rights.

Tips "Tell a story that is exciting to children. We also need mystery photos, puzzles that use photography/collage, special effects, anything unusual that will visually and mentally challenge children."

HIGHWAYS, The Official Publication of The Good Sam Club

Affinity Group Inc., 2575 Vista Del Mar Dr., Ventura CA 93001-3920. (805)667-4003. Fax: (805)667-4122. E-mail: sfrankel@affinitygroup.com. Web site: www.goodsamclub.com/highways. **Contact:** Stacy Frankel, art director. Circ. 975,000. Estab. 1966. Monthly consumer magazine. "Your authoritative source for information on issues of concern to all RVers, as well as your link to the RV community." Sample copy free with 8 1/2 x 11 SAE.

Specs Accepts images in digital format. Send via CD or e-mail at 300 dpi.

Making Contact & Terms Art director will contact photographer for portfolio review if interested. Pays \$500 for cover; \$75-350 for inside. Buys one-time rights.

HOME EDUCATION MAGAZINE

P.O. Box 1083, Tonasket WA 98855. (800)236-3278. Web site: www.homeedmag.com. **Contact:** Helen Hegener, managing editor. Circ. 40,000. Estab. 1983. Bimonthly magazine. Emphasizes homeschooling. Readership includes parents, educators, researchers, media, etc.—anyone interested in homeschooling. Sample copy available for \$6.50. Photo guidelines free with SASE or via e-mail.

Needs Number of photos used/issue varies based on availability; 50% supplied by freelance photographers. Needs photos of babies/children/teens, multicultural, families, parents, senior citizens, education. Special photo needs include homeschool personalities and leaders. Model/property release preferred. Photo captions preferred.

Specs Uses color and b&w prints in normal print size. "Enlargements not necessary." Accepts images in digital format. Send via CD, Zip, e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send unsolicited color and b&w prints by mail with SASE for consideration. Responds in 1 month. Pays \$100 for color cover; \$12.50 for b&w or color inside; \$50-150 for photo/text package. Pays on publication. Credit line given. Buys first North American serial rights.

Tips In photographer's samples, wants to see "sharp, clear photos of children doing things alone, in groups, or with parents. Know what we're about! We get too many submissions that are simply irrelevant to our publication."

\$HOOF BEATS

750 Michigan Ave., Columbus OH 43215. (614)224-2291. Fax: (614)222-6791. E-mail: hoofbeats@ustrotting.com. Web site: www.ustrotting.com. **Contact:** Nicole Kraft, executive editor. Art Director/Production Manager: Gena Gallagher. Circ. 13,500. Estab. 1933. Monthly publication of the U.S. Trotting Association. Emphasizes harness racing. Readers are participants in the sport of harness racing. Sample copy free.

Needs Buys 6 photos from freelancers/issue; 72 photos/year. Needs "artistic or striking photos that feature harness horses for covers; other photos on specific horses and drivers by assignment only."

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 3 weeks. Simultaneous submissions OK. Pays \$150 minimum for color cover; \$25-150 for b&w inside; \$50-200 for color inside; freelance assignments negotiable. Pays on publication. Credit line given if requested. Buys one-time rights.

Tips "We look for photos with unique perspective and that display unusual techniques or use of light. Send query letter first. Know the publication and its needs before submitting. Be sure to shoot pictures of harness horses only, not thoroughbred or riding horses. We always need good night racing action or creative photography."

\$HORSE ILLUSTRATED

Fancy Publications BowTie Magazines, P.O. Box 6050, Mission Viejo CA 92690. (949)855-8822. Fax: (949)855-3045. E-mail: horseillustrated@bowtieinc.com. Web site: www.horseillustrated.com. **Contact:** Moira C. Harris, editor. Circ. 220,000. Readers are "primarily adult horsewomen, ages 18-40, who ride and show mostly for pleasure, and who are very concerned about the well being of their horses." Sample copy available for \$4.50. Photo guidelines free with SASE.

Needs Buys 30-50 photos from freelancers/issue. Needs stock photos of riding and horse care. "Photos must reflect safe, responsible horsekeeping practices. We prefer all riders to wear protective helmets; prefer people to be shown only in action shots (riding, grooming, treating, etc.). We like all riders—especially those jumping—to be wearing protective headgear."

Specs "We generally use color transparencies." Prefers 35mm, 2¼×2¼ color transparencies.

Making Contact & Terms Send by mail for consideration. Responds in 2 months. Pays \$200 for color cover; \$60-200 for color inside; \$100-350 for text/photo package. Credit line given. Buys one-time rights.

Tips "Nothing but sharp, high-contrast shots. We look for clear, sharp color shots of horse care and training. Healthy horses, safe riding and care atmosphere is standard in our publication. Send SASE for a list of photography needs, photo guidelines and to submit work. Photo guidelines are also available on our Web site."

HUNGER MOUNTAIN: The Vermont College Journal of Arts & Letters

Vermont College/Union Institute & University, 36 College St., Montpelier VT 05602. E-mail: hungermtn@tui.edu. Web site: www.hungermtn.org. **Contact:** Caroline Mercurio, managing editor. Estab. 2002. Biannual literary magazine. Sample copy available for \$5. Photo guidelines free with SASE.

Needs Buys no more than 10 photos/year. Interested in avant garde, documentary, fine art, seasonal. Reviews photos with or without a manuscript.

Specs Accepts slides or Web site link via e-mail; do not send e-mail attachments.

Making Contact & Terms Send query letter with résumé, slides, prints, tearsheets. Does not keep samples on file; include SASE for return of material. Responds in 3 months to queries and portfolios. Simultaneous submissions OK. Cover negotiable; \$30-45 for b&w or color inside. Pays on publication. Credit line given. Buys first rights.

Tips Fine art photography—no journalistic/media work. Particularly interested in b&w. “Keep in mind that we only publish twice per year with a minimal amount of artwork. Considering publication of a special edition of all black & white photos. Interested in photography with a literary link.”

IDEALS MAGAZINE

Ideals Publications, 535 Metroplex Dr., Suite 250, Nashville TN 37211. (615)333-0478. Fax: (615)781-1447. Web site: www.idealsbooks.com. **Contact:** Marjorie Lloyd, editor. Circ. 200,000. Estab. 1944. Magazine published 4 times/year. Emphasizes an idealized, nostalgic look at America through poetry and short prose, using seasonal themes. Average reader has a college degree. Sample copy available for \$4. Photo guidelines free with SASE or available on Web site.

Needs Buys 30 photos from freelancers/issue; 120 photos/year. Needs photos of “bright, colorful flowers, scenics, still life, children, pets, home interiors; subject-related shots depending on issue.” Model/property release required. No research fees.

Specs Prefers medium- to large-format transparencies; no 35mm.

Making Contact & Terms Submit tearsheets to be kept on file. No color copies. Will send photo needs list if interested. Do not submit unsolicited photos or transparencies. Keeps samples on file. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

Tips “We want to see *sharp* shots. No mood shots, please. No filters. We suggest the photographer study several recent issues of *Ideals* for a better understanding of our requirements.”

IMMIGRANT ANCESTORS

2660 Petersborough St., Herndon VA 20171. E-mail: tiedbylove@yahoo.com. Estab. 2005. Quarterly magazine. Photo guidelines available by e-mail request.

Needs Buys 12-24 photos/year. Needs photos of babies/children/teens, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, religious, rural, adventure, events, food/drink, sports, travel, agriculture, medicine, military, political, product shots/still life, science, technology—as related to early immigration and those who made its history. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. “If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs is acceptable.” Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

IN THE WIND

Paisano Publications, LLC, P.O. Box 3000, Agoura Hills CA 91376-3000. (818)889-8740. Fax: (818)889-1252. E-mail: photos@easyriders.net. Web site: www.easyriders.com. **Contact:** Kim Peterson, editor. Circ. 65,000. Estab. 1978. Quarterly consumer magazine displaying the exhilaration of riding American-made V-twin (primarily Harley-Davidson) street motorcycles, the people who enjoy them, and the fun involved. Motto: “If It’s Out There, It’s In Here.” Photo guidelines free with SASE.

Needs Needs photos of celebrities, couples, landscapes/scenics, adventure, events, travel. Interested in erotic, historical/vintage. Other specific photo needs: action photos of people—men or women—riding Harley-Davidson motorcycles. “Ideally, with no helmets; full-frame without wheels cropped off on the bikes. No children.” Reviews photos with or without a manuscript. Model release required on posed and nude photos.

Specs Uses 4 × 6, 5 × 7, 8 × 10 glossy color and/or b&w prints; 35mm transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files at 300 dpi, 5 × 7 size.

Making Contact & Terms Send query letter with slides, prints, transparencies. Does not keep samples on file; include SASE for return of material. Responds in 6 weeks to queries; 3 months to portfolios. Responds only if interested; send nonreturnable samples. Pays \$30-200 for b&w cover; \$30-200 for color cover; \$30-500 for b&w inside; \$30-500 for color inside; inset photos usually not paid extra. Assignment photography for features pays up to \$1,500 for bike and model. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips “Get familiar with the magazine. Shoot sharp, in-focus pictures; fresh views and angles of bikes and the

biker lifestyle. Send self-addressed, stamped envelopes for return of material. Label each photo with name, address and caption information, i.e., where and when picture was taken."

\$ \$ INDIANAPOLIS MONTHLY

40 Monument Circle, Suite 100, Indianapolis IN 46204. (317)237-9288. Web site: www.indianapolismonthly.com. **Contact:** Art Director. Monthly regional magazine. Readers are upscale, well-educated. Circ. 50,000. Sample copy available for \$4.95 and 9×12 SASE.

Needs Buys 10-12 photos from freelancers/issue; 120-144 photos/year. Needs seasonal, human interest, humorous, regional; subjects must be Indiana- or Indianapolis-related. Model release preferred. Photo captions preferred.

Specs Uses 5×7 or 8×10 glossy b&w prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples, SASE. Responds in 1 month. Previously published work on occasion OK, if different market. Pays \$300-1,200 for color cover; \$75-300 for b&w inside; \$75-350 for color inside. Pays on publication. Credit line given. Buys first North American serial rights.

Tips "Read publication. Send photos similar to those you see published. If we do nothing like what you are considering, we probably don't want to. We are always interested in photo essay queries (Indiana-specific)."

\$ INSIDE TRIATHLON

1830 N. 55th St., Boulder CO 80301-2700. (303)440-0601. Fax: (303)444-6788. Web site: www.insidetriathlon.com. **Contact:** Don Karle, director of photography. Paid circ. 40,000. Monthly journal of triathlons; includes news, features, profiles.

Needs Looking for "action and feature shots that show the emotion of triathlons, not just finish-line photos with the winner's arms in the air. Need shots of triathletes during training sessions (non-racing) for our 'Training' section." Reviews photos with or without a manuscript. Photo captions required; include identification of subjects.

Specs Uses digital files, negatives and transparencies.

Making Contact & Terms Send samples of work or tearsheets with assignment proposal. Query before sending manuscript. Responds in 3 weeks. Pays \$325 for color cover; \$24-72 for b&w inside; \$48-300 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Photos must be timely."

\$ \$ INSIGHT MAGAZINE

Review and Herald Publishing Association, 55 W. Oak Ridge Dr., Hagerstown MD 21740-7390. (301)393-3000. Fax: (301)393-4055. E-mail: insight@rhpa.org. Web site: www.insightmagazine.org. **Contact:** Jason Diggs, art director. Circ. 20,000. Estab. 1970. Weekly Seventh-Day Adventist teen magazine. "We print teens' true stories about God's involvement in their lives. All stories, if illustrated by a photo, must uphold moral and church organization standards while capturing a hip, teen style." Sample copy free.

Needs "Send query letter with photo samples so we can evaluate style." Model/property release required. Photo captions preferred; include who, what, where, when.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$200-300 for color cover; \$200-400 for color inside. Pays 30-45 days after receiving invoice and contract. Credit line given. Buys first rights.

INSTINCT MAGAZINE

Instinct Publishing, 11440 Ventura Blvd., Suite 200, Studio City CA 91604. (818)286-0071. Fax: (818)286-0077. E-mail: chawkins@instinctmag.com. Web site: www.instinctmag.com. **Contact:** Chris Hawkins, art director. Circ. 75,000. Estab. 1997. Monthly gay men's magazine. "Instinct is geared towards a gay male audience. The slant of the magazine is humor mingled with entertainment, travel, and health & fitness." Sample copies available. Photo guidelines available via Web site.

Needs Buys 50-75 photos from freelancers/issue; 500-750 photos/year. Needs photos of celebrities, couples, cities/urban, entertainment, health/fitness, humor, travel. Interested in lifestyle, fashion/glamour. High emphasis on humorous and fashion photography. Reviews photos with or without a manuscript. Model release required; property release preferred. Photo captions preferred.

Specs Uses 8×10 glossy color prints; 2¼×2¼ transparencies. Accepts images in digital format. Send via CD, Jaz, Zip as TIFF files at least 300 dpi.

Making Contact & Terms Portfolio may be dropped off every weekday. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 weeks. Simultaneous submissions OK. Payment negotiable. Pays on publication. Credit line given.

Tips "Definitely read the magazine. Keep our editor updated about the progress or any problems with the shoot."

INTELLIGENCE TODAY

1576 E. Cottonwood Ln. #1129, Casa Grande AZ 85222. (520)423-2137. E-mail: laroger0@yahoo.com. Web site: www.laroger.com. **Contact:** Roger Jewell, publisher. Estab. 2006. Monthly consumer magazine. "We publish articles and photos regarding national and international intelligence agencies and security."

Needs Buys 2 photos from freelancers/issue; 24 photos/year. Needs photos of military, political, documentary. Reviews photos with or without a manuscript. Model/property release required. Photo captions required. Include names, dates.

Specs Uses 4 × 5 (at least) color and b&w prints; 35mm transparencies.

Making Contact & Terms E-mail query letter with link to photographer's Web site. Send query letter with prints, transparencies. Keeps samples on file; provide self-promotion piece to be kept on file for possible future assignments. Responds in 2 weeks to queries; 4 weeks to portfolios. Pays \$15 minimum/\$150 maximum for b&w or color cover. Pays \$15 minimum/\$80 maximum for b&w or color inside. **Pays on acceptance.** Credit line given.

INTERVAL WORLD

P.O. Box 431920, Miami FL 33243-1920. (305)666-1861. E-mail: julie.athos@intervalintl.com. Web site: www.intervalworld.com. **Contact:** Julie Athos, photo editor. Circ. 1,080,000. Estab. 1982. Quarterly publication of Interval International. Emphasizes vacation exchange and travel. Readers are members of the Interval International vacation exchange network.

Needs Uses 100 or more photos/issue. Needs photos of travel destinations, vacation activities. Model/property release required. Photo captions required; all relevant to full identification.

Making Contact & Terms Send query letter with stock list. Provide business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return materials. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given for editorial use. Buys one-time rights; negotiable.

Tips Looking for beautiful scenics; family-oriented, fun travel shots; superior technical quality.

THE IOWAN MAGAZINE

218 Sixth Ave., Suite 610, Des Moines IA 50309. (515)246-0402. Fax: (515)282-0125. E-mail: iowan@thepioneer group.com. Web site: www.iowan.com. **Contact:** Jill Brimeyer, editor. Associate Editor: Callie Dunbar. Circ. 25,000. Estab. 1952. Bimonthly magazine. Emphasizes "Iowa—its people, places, events, nature and history." Readers are over age 30, college-educated, middle-to-upper income. Sample copy available for \$4.50 with 9 × 12 SAE and 8 first-class stamps. Photo guidelines free with SASE or via Web site.

Needs Buys 20 photos from freelancers/issue; 120 photos/year. Needs "Iowa scenics—all seasons." Also needs environmental, landscape/scenics, wildlife, architecture, rural, entertainment, events, performing arts, travel. Interested in historical/vintage, seasonal. Model/property release preferred. Photo captions required.

Specs Uses 35mm, 2 1/4 × 2 1/4, 4 × 5 color transparencies. Accepts images in digital format. Send via Zip as EPS files at 300 dpi.

Making Contact & Terms Send color 35mm, 2 1/4 × 2 1/4 or 4 × 5 transparencies by mail with SASE for consideration. Responds in 1 month. Pays \$25-200 for photos depending on size printed; \$200-500/day on assignment. Pays on publication. Credit line given. Buys one-time rights; negotiable.

ITALIAN AMERICA

219 E St. NE, Washington DC 20002. (202)547-2900. Fax: (202)547-0121. E-mail: kcafiero@osia.org. Web site: www.osia.org. **Contact:** Kylie Cafiero, director of communications. Circ. 65,000. Estab. 1996. Quarterly. "Italian America is the official publication of the Order Sons of Italy in America, the nation's oldest and largest organization of American men and women of Italian heritage. *Italian America* strives to provide timely information about OSIA, while reporting on individuals, institutions, issues and events of current or historical significance in the Italian-American community." Sample copy and photo guidelines free.

Needs Buys 5-10 photos from freelancers/issue; 25 photos/year. Needs photos of travel, history, personalities; anything Italian or Italian-American. Reviews photos with or without a manuscript. Special photo needs include travel in Italy. Model release preferred. Photo captions required.

Specs Prefers 35mm, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, PICT, BMP, GIF, JPEG files at 400 dpi.

Making Contact & Terms Send query letter with tearsheets. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Portfolio should include color tearsheets. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$250 for b&w or color cover; \$50-250 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights.

\$\$\$ JEWISH ACTION, The Magazine of the Orthodox Union

11 Broadway, 14th Floor, New York NY 10004. (212)613-8146. Fax: (212)613-0646. E-mail: ja@ou.org. Web site: www.ou.org/publications/ja. **Contact:** Nechama Carmel, editor. Circ. 20,000. Estab. 1986. Quarterly magazine with adult Orthodox Jewish readership. Sample copy available for \$5 or on Web site.

Needs Buys 30 photos/year. Needs photos of Jewish lifestyle, landscapes and travel photos of Israel, and occasional photo essays of Jewish life. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required; include description of activity, where taken, when.

Specs Uses color and/or b&w prints. Accepts images in digital format. Send CD, Jaz, Zip as TIFF, GIF, JPEG files.

Making Contact & Terms Send query letter with samples, brochure or stock photo list. Keeps samples on file. Responds in 2 months. Simultaneous submissions OK. Pays \$250 maximum for b&w cover; \$400 maximum for color cover; \$100 maximum for b&w inside; \$150 maximum for color inside. Pays within 6 weeks of publication. Credit line given. Buys one-time rights.

Tips "Be aware that models must be clothed in keeping with Orthodox laws of modesty. Make sure to include identifying details. Don't send work depicting religion in general. We are specifically Orthodox Jewish."

\$\$\$ JOURNAL OF ASIAN MARTIAL ARTS

Via Media Publishing Co., 941 Calle Mejia St., #822, Santa Fe NM 87501. (505)983-1919. E-mail: info@goviamedia.com. Web site: www.goviamedia.com. **Contact:** Michael DeMarco, editor-in-chief. Circ. 10,000. Estab. 1991.

"An indexed, notch-bound quarterly magazine exemplifying the highest standards in writing and graphics available on the subject. Comprehensive, mature and eye-catching. Covers all historical and cultural aspects of Asian martial arts." Sample copy available for \$10. Photo guidelines free with SASE.

Needs Buys 120 photos from freelancers/issue; 480 photos/year. Needs photos of health/fitness, sports, action shots; technical sequences of martial arts; photos that capture the philosophy and aesthetics of Asian martial traditions. Interested in alternative process, avant garde, digital, documentary, fine art, historical/vintage. Model release preferred for photos taken of subjects not in public demonstration; property release preferred. Photo captions preferred; include short description, photographer's name, year taken.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with samples, stock list. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Keeps samples on file. Responds in 2 months. Previously published work OK. Pays \$100-500 for color cover; \$10-100 for b&w inside. Credit line given. Buys first rights and reprint rights.

Tips "Read the journal. We are unlike any other martial arts magazine and would like photography to complement the text portion, which is sophisticated with the flavor of traditional Asian aesthetics. When submitting work, be well organized and include a SASE."

\$\$\$ JUNIOR SCHOLASTIC

557 Broadway, New York NY 10012. (212)343-4557. Fax: (212)343-6333. Web site: www.juniorscholastic.com.

Contact: Larry Schwartz, photo editor. Circ. 500,000. Biweekly educational school magazine. Emphasizes middle school social studies (grades 6-8): world and national news, U.S. and world history, geography, how people live around the world. Sample copy available for \$1.75 with 9 x 12 SAE.

Needs Uses 20 photos/issue. Needs photos of young people ages 11-14; nontravel photos of life in other countries; U.S. news events. Reviews photos with accompanying manuscript only. Photo captions required.

Making Contact & Terms Arrange a personal interview to show portfolio. "Please do not send samples—only stock list or photocopies of photos. No calls, please." Simultaneous submissions OK. Pays \$500-750 for color cover depending on size; \$185-400 for b&w or color inside depending on size. Pays on publication. Credit line given. Buys one-time rights.

Tips Prefers to see young teenagers, in U.S. and foreign countries; especially interested in "personal interviews with teenagers worldwide with photos."

\$\$\$ JUVENILE DIABETES RESEARCH FOUNDATION INTERNATIONAL

120 Wall St., New York NY 10005. (800)533-2873. Fax: (212)785-9595. E-mail: info@jdrf.org. Web site: www.jdrf.org. **Contact:** Jason Dineen. Estab. 1970. Produces 4-color, 48-page quarterly magazine to deliver research information to a lay audience.

Needs Buys 60 photos/year; offers 20 freelance assignments/year. Needs photos of babies/children/teens, families, events, food/drink, health/fitness, medicine, product shots/still life, science. Needs "mostly portraits of people, but always with some environmental aspect." Reviews stock photos. Model release preferred. Photo captions preferred.

Specs Uses $2\frac{1}{4} \times 2\frac{1}{4}$ transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return material. Responds as needed. Pays \$500 for color photos; \$500-700 per day. Also pays by the job—payment “depends on how many days, shots, cities, etc.” Credit line given. Buys nonexclusive perpetual rights.

Tips Looks for “a style consistent with commercial magazine photography—upbeat, warm, personal, but with a sophisticated edge. Call and ask for samples of our publications before submitting any of your own samples so you will have an idea of what we are looking for in photography. Nonprofit groups have seemingly come to depend more and more on photography to get their messages across. The business seems to be using a variety of freelancers, as opposed to a single in-house photographer.”

KALLIOPE, A Journal of Women's Literature & Art

Florida Community College at Jacksonville, 11901 Beach Blvd., Jacksonville FL 32246. (904)646-2081. Web site: <http://openampus.fccj.org/kalliope/index.html>. **Contact:** Tony Hansen. Circ. 1,600. Estab. 1978. Bimonthly journal of literary and fine art by women. Readers are interested in women's issues. Sample copy available for \$12; back issues available for \$9. Photo guidelines free with SASE.

Needs Buys 27 photos from freelancers/issue; 54 photos/year. Needs art and fine art that will reproduce well in b&w. Needs photos of nature, people, fine art by excellent sculptors and painters, and shots that reveal lab applications. Model release required. Photo captions preferred. Artwork should be titled.

Specs Uses professional-quality b&w glossy prints made from negatives.

Making Contact & Terms Send 8×10 glossy color prints; 35mm or $2\frac{1}{4} \times 2\frac{1}{4}$ color transparencies; digital images, 300 dpi at 8×10 . Include SASE for return of material. Responds in 1 month. Pays contributor 2 free issues or 1-year free subscription. Credit line given. Buys one-time rights.

Tips “Query with excellent-quality photos with an artist's statement (50-75 words) and résumé after studying past issues.”

KANSAS!

1000 SW Jackson St., Suite 100, Topeka KS 66612-1354. (785)296-3479. Fax: (785)296-6988. Web site: www.kansmag.com. **Contact:** Nancy Kauk, editor. Circ. 40,000. Estab. 1945. Quarterly magazine published by the Travel & Tourism Development Division of the Kansas Department of Commerce. Emphasizes Kansas travel, scenery, arts, recreation and people. Sample copy free. Photo guidelines available on Web site.

Needs Buys 60-80 photos from freelancers/year. Subjects include animal, human interest, nature, seasonal, rural, scenic, sport, travel, wildlife, photo essay/photo feature, all from Kansas. No b&w, nudes, still life or fashion photos. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required; include subject and specific location.

Specs Uses 35mm, $2\frac{1}{4} \times 2\frac{1}{4}$ or 4×5 transparencies.

Making Contact & Terms Send material by mail for consideration. Transparencies must be identified by location and photographer's name on the mount. Photos are returned after use. Previously published work OK. Pays \$300 for color cover; varies for color inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips Kansas-oriented material only. Prefers Kansas photographers. “Follow guidelines, submission dates specifically. Shoot a lot of seasonal scenics.”

KASHRUS MAGAZINE, The Guide for the Kosher Consumer

P.O. Box 204, Parkville Station, Brooklyn NY 11204. (718)336-8544. Web site: www.kashrusmagazine.com. **Contact:** Rabbi Yosef Wikler, editor. Circ. 10,000. Bimonthly. Emphasizes kosher food and food technology, travel (Israel-desirable), catering, weddings, remodeling, humor. Readers are kosher food consumers, vegetarians and food producers. Sample copy available for \$2.

Needs Buys 3-5 photos from freelancers/issue; 18-30 photos/year. Needs photos of babies/children/teens, environmental, landscapes, interiors, Jewish, rural, food/drink, humor, travel, product shots, technology/computers. Interested in seasonal, nature photos and Jewish holidays. Model release preferred. Photo captions preferred.

Specs Uses $2\frac{1}{4} \times 2\frac{1}{4}$, $3\frac{1}{2} \times 3\frac{1}{2}$ or $7\frac{1}{2} \times 7\frac{1}{2}$ matte b&w and color prints.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Provide business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 week. Simultaneous submissions and previously published work OK. Pays \$40-75 for b&w cover; \$50-100 for color cover; \$25-50 for b&w inside; \$75-200/job; \$50-200 for text for photo package. Pays part on acceptance, part on publication. Buys one-time rights, first North American serial rights, all rights; negotiable.

Tips “Seriously in need of new photo sources, but *call first* to see if your work is appropriate before submitting samples.”

\$ □ KENTUCKY MONTHLY

213 St. Clair St., P.O. Box 559, Frankfort KY 40601-0559. (502)227-0053. Fax: (502)227-5009. E-mail: steve@kentuckymonthly.com. Web site: www.kentuckymonthly.com. **Contact:** Stephen Vest, editor. Circ. 40,000. Estab. 1998. Monthly magazine focusing on Kentucky and/or Kentucky-related stories. Sample copy available for \$3. **Needs** Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of celebrities, wildlife, entertainment, landscapes. Reviews photos with or without a manuscript. Model release required. Photo captions preferred.

Specs Uses glossy prints; 35mm transparencies. Accepts images in digital format. Send via CD, e-mail at 300 dpi.

Making Contact & Terms Send query letter. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions OK. Pays \$25 minimum for inside photos. Pays the 15th of the following month. Credit line given. Buys one-time rights.

\$ \$ ☑ □ KNOWATLANTA, The Premier Relocation Guide

New South Publishing, 1303 Hightower Trail, Suite 101, Atlanta GA 30350. (770)650-1102. Fax: (770)650-2848. E-mail: editor1@knowatlanta.com. Web site: www.knowatlanta.com. **Contact:** Riley McDermid, editor-in-chief. Circ. 48,000. Estab. 1986. Quarterly magazine serving as a relocation guide to the Atlanta metro area with a corporate audience. Photography reflects regional and local material as well as corporate-style imagery. **Needs** Buys more than 10 photos from freelancers/issue; more than 40 photos/year. Needs photos of cities/urban, events, performing arts, business concepts, medicine, technology/computers. Reviews photos with or without a manuscript. Model release required; property release preferred. Photo captions preferred.

Specs Uses 8 × 10 glossy color prints; 35mm, 2¼ × 2¼ transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with photocopies. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays \$600 maximum for color cover; \$300 maximum for color inside. Pays on publication. Credit line given. Buys first rights.

Tips "Think like our readers. What would they want to know about or see in this magazine? Try to represent the relocated person if using subjects in photography."

\$ \$ LADIES HOME JOURNAL

125 Park Ave., 20th Floor, New York NY 10017. (212)455-1033. Fax: (212)455-1313. Web site: www.lhj.com. **Contact:** Sabrina Regan, photo associate. Circ. 6 million. Monthly magazine. Features women's issues. Readership consists of women with children and working women in 30s age group.

Needs Uses 90 photos/issue; 100% supplied by freelancers. Needs photos of children, celebrities and women's lifestyles/situations. Reviews photos only without manuscript. Model release preferred. Photo captions preferred.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheet to be kept on file for possible assignment. "Do not send slides or original work; send only promo cards or disks." Responds in 3 weeks. Pays \$500/page. **Pays on acceptance.** Credit line given. Buys one-time rights.

\$ ☑ □ LAKE COUNTRY JOURNAL

Evergreen Press, P.O. Box 465, Brainerd MN 56401. (218)828-6424. Fax: (218)825-7816. E-mail: andrea@lakecountryjournal.com. Web site: www.lakecountryjournal.com. **Contact:** Andrea Baumann, art director. Estab. 1996. Bimonthly regional consumer magazine focused on north-central area of Minnesota. Sample copy and photo guidelines available for \$5 and 9 × 12 SAE.

Needs Buys 35 photos from freelancers/issue; 210 photos/year. Needs photos of babies/children/teens, couples, multicultural, families, senior citizens, environmental, landscapes, wildlife, architecture, gardening, decorating, rural, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, sports, agriculture, medicine. Interested in documentary, fine art, historical/vintage, seasonal; Minnesota outdoors. Reviews photos with or without a manuscript. Model release preferred. Photo captions preferred; include who, where, when.

Specs Prefers images in digital format. Send via CD, DVD as TIFF, EPS files at 300 dpi. Also uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies.

Making Contact & Terms Send query letter with résumé, slides, prints, tearsheets, transparencies, stock list. Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Responds in 3 weeks to queries. Previously published work OK. Pays \$180 for cover; \$35-150 for inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

\$ ☑ □ LAKE SUPERIOR MAGAZINE

Lake Superior Port Cities, Inc., P.O. Box 16417, Duluth MN 55816-0417. (218)722-5002. Fax: (218)722-4096. E-mail: edit@lakesuperior.com. Web site: www.lakesuperior.com. **Contact:** Konnie LeMay, editor. Circ. 20,000.

Estab. 1979. Bimonthly magazine. "Beautiful picture magazine about Lake Superior." Readers are male and female, ages 35-55, highly educated, upper-middle and upper-management level through working. Sample copy available for \$3.95 with 9×12 SAE and 5 first-class stamps. Photo guidelines free with SASE or via e-mail.

Needs Buys 21 photos from freelancers/issue; 126 photos/year. Also buys photos for calendars and books. Needs photos of landscapes/scenics, travel, wildlife, personalities, boats, underwater—all Lake Superior-related. Photo captions preferred.

Specs Uses 5×7, 8×10 glossy b&w and color-corrected prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 months. Simultaneous submissions OK. Pays \$150 for color cover; \$50 for b&w or color inside. Pays on publication. Credit line given. Buys first North American serial rights; reserves second rights for future use.

Tips "Be aware of the focus of our publication—Lake Superior. Photo features concern only that. Features with text can be related. We are known for our fine color photography and reproduction. It has to be 'tops.' We try to use images large; therefore, detail quality and resolution must be good. We look for unique outlook on subject, not just snapshots. Must communicate emotionally. Some photographers send material we can keep in-house and refer to, and these will often get used."

\$ LAKELAND BOATING MAGAZINE

727 S. Dearborn St., Suite 812, Chicago IL 60605. (312)276-0610. Fax: (312)276-0619. E-mail: art@lakelandboating.com. Web site: www.lakelandboating.com. **Contact:** Tara Lesperance, art director. Circ. 60,000. Estab. 1945. Monthly magazine. Emphasizes powerboating in the Great Lakes. Readers are affluent professionals, predominantly men over age 35.

Needs Needs shots of particular Great Lakes ports and waterfront communities. Model release preferred. Photo captions preferred.

Making Contact & Terms Send query letter with list of stock photo subjects. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Pays \$25-100 for photos. Pays on publication. Credit line given.

\$ LAKESTYLE: celebrating life on the water

Bayside Publications, Inc., P.O. Box 170, Excelsior MN 55331. (888)774-7060. E-mail: editor@lakestyle.com. Web site: www.lakestyle.com. **Contact:** Tom Henke, publisher. Circ. 30,000. Estab. 1999. Quarterly magazine for lake home and cabin owners. Sample copy available for \$5. Photo guidelines free with #10 SASE.

Needs Buys 5-10 photos from freelancers/issue; 50 photos/year. Needs photos of landscapes/scenics, wildlife, architecture, gardening, interiors/decorating, adventure, entertainment, hobbies, sports, travel; anything that connotes the lake lifestyle. Reviews photos with or without a manuscript. Model/property release required. Photo captions preferred.

Specs Any traditional formats are OK. Prefers digital. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter. Does not keep samples on file; cannot return material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$250 minimum for color cover; \$25 minimum for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips "Lakestyle is published for an upscale audience. We do not publish 'folksy' artwork. We prefer photos that clearly support our mission of 'celebrating life on the water.' "

LINCOLNSHIRE LIFE

County Life Ltd., County House, 9 Checkpoint Court, Sadler Rd., Lincoln LN6 3PW United Kingdom. (44)(152)252-7127. Fax: (44)(152)250-0880. E-mail: editorial@lincolnshirelife.co.uk. Web site: www.lincolnshirelife.co.uk. **Contact:** Judy Theobald, editor. Circ. 10,000. Estab. 1961. Monthly county magazine featuring the culture and history of Lincolnshire. Sample copy available for £2. Photo guidelines free.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of Lincolnshire scenes, animals, people. Photo captions required.

Specs Needs color transparencies with vertical orientation for cover. Accepts color prints for inside.

Making Contact & Terms Send query letter with samples. Art director will contact photographer for portfolio review if interested. Portfolio should include slides or transparencies. Keeps samples on file. Responds in 1 month. Previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys first rights.

Tips "Read our magazine."

\$\$\$ THE LION

Lions Clubs International, 300 W. 22nd St., Oak Brook IL 60523-8842. (630)571-5466. Fax: (630)571-1685. E-mail: rkleinfe@lionsclubs.org. Web site: www.lionsclubs.org. **Contact:** Robert Kleinfelder, editor. Circ. 490,000. Estab. 1918. Monthly magazine for members of the Lions Club and their families. Emphasizes Lions Club service projects. Sample copy and photo guidelines free.

Needs Uses 50-60 photos/issue. Needs photos of Lions Club service or fundraising projects. "All photos must be as candid as possible, showing an activity in progress. Please, no award presentations, meetings, speeches, etc. Generally, photos are purchased with manuscript (300-1,500 words) and used as a photo story. We seldom purchase photos separately." Model release preferred for young or disabled children. Photo captions required.

Specs Uses 5×7, 8×10 glossy color prints; 35mm transparencies; also accepts digital images via e-mail.

Making Contact & Terms Works with freelancers on assignment only. Provide résumé to be kept on file for possible future assignments. Query first with résumé of credits or story idea. Responds in 2 weeks. Pays \$150-600 for text/photo package. "Must accompany story on the service or fundraising project of the The Lions Club." **Pays on acceptance.** Buys all rights; negotiable.

Tips "Query on specific project and photos to accompany manuscript."

\$\$\$ LOG HOME LIVING

4125 Lafayette Center Dr., Suite 100, Chantilly VA 20151. (703)222-9411. Fax: (703)222-3209. E-mail: emann@homebuyerpubs.com. Web site: www.loghomeliving.com. **Contact:** Edie Mann, art director. Circ. 120,000. Estab. 1989. Monthly magazine. Emphasizes planning, building and buying a log home. Sample copy available for \$4. Photo guidelines available on Web site.

Needs Buys 90 photos from freelancers/issue; 120 photos/year. Needs photos of homes—living room, dining room, kitchen, bedroom, bathroom, exterior, portrait of owners, design/decor—tile sunrooms, furniture, fireplaces, lighting, porch and deck, doors. Close-up shots of details (roof trusses, log stairs, railings, dormers, porches, window/door treatments) are appreciated. Model release required.

Specs Prefers to use 4×5 color transparencies/Kodachrome or Ektachrome color slides; smaller color transparencies and 35mm color prints also acceptable.

Making Contact & Terms Send unsolicited photos by mail for consideration. Keeps samples on file. Responds only if interested. Previously published work OK. Pays \$2,000 maximum for color feature. Cover shot submissions also accepted; fee varies, negotiable. **Pays on acceptance.** Credit line given. Buys first World-one-time stock serial rights; negotiable.

Tips "Send photos of log homes, both interiors and exteriors."

\$\$\$ LOYOLA MAGAZINE

25 E. Pearson St., 12th Floor, Chicago IL 60611. (312)915-7666. Fax: (312)915-6815. Web site: www.luc.edu/loyolamagazine. **Contact:** Nicole LeDuc, associate director of alumni relations and special events. Circ. 110,000. Estab. 1971. Loyola University Alumni magazine. Published 3 times/year. Emphasizes issues related to Loyola University Chicago. Readers are Loyola University Chicago alumni—professionals, ages 22 and up. Sample copy available for 9×12 SAE and 3 first-class stamps.

Needs Buys 20 photos from freelancers/issue; 60 photos/year. Needs Loyola-related or Loyola alumni-related photos only. Model release preferred. Photo captions preferred.

Specs Uses 8×10 b&w and/or color prints; 35mm, 2¼×2¼ transparencies. Accepts high-resolution digital images. Query before submitting.

Making Contact & Terms Best to query by mail before making any submissions. If interested, will ask for résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 months. Simultaneous submissions and previously published work OK. Pays \$250/assignment; \$400 half-day rate; \$800-full day rate. **Pays on acceptance.** Credit line given.

Tips "Send us information, but don't call."

\$\$\$ LUTHERAN FORUM

P.O. Box 327, Delhi NY 13753. (607)746-7511. Web site: www.alpb.org. **Contact:** Ronald Bagnall, editor. Circ. 3,500. Quarterly magazine. Emphasizes "Lutheran concerns, both within the church and in relation to the wider society, for the leadership of Lutheran churches in North America."

Needs Uses cover photos occasionally. "While subject matter varies, we are generally looking for photos that include people, and that have a symbolic dimension. We use *few* purely 'scenic' photos. Photos of religious activities, such as worship, are often useful, but should not be 'cliches'—types of photos that are seen again and again." Photo captions "may be helpful."

Making Contact & Terms Send query letter with list of stock photo subjects. Responds in 2 months. Simultaneous submissions and previously published work OK. Pays \$15-25 for b&w photos. Pays on publication. Credit line given. Buys one-time rights.

THE MAGAZINE ANTIQUES

575 Broadway, New York NY 10012. (212)941-2800. Fax: (212)941-2819. Web site: www.magazineantiques.com. **Contact:** Allison E. Ledes, editor. Circ. 60,000. Estab. 1922. Monthly magazine. Emphasizes art, antiques, architecture. Readers are male and female collectors, curators, academics, interior designers, ages 40-70. Sample copy available for \$10.50.

Needs Buys 24-48 photos from freelancers/issue; 288-576 photos/year. Needs photos of interiors, architectural exteriors, objects. Reviews photos with or without a manuscript.

Specs Uses 8 × 10 glossy prints; 4 × 5 transparencies; JPEGs at 300 dpi.

Making Contact & Terms Submit portfolio for review; phone ahead to arrange drop-off. Does not keep samples on file; include SASE for return of material. Responds in 6 weeks. Previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights; negotiable.

MARLIN: The International Sportfishing Magazine

World Publications, LLC, 460 N. Orlando Ave., Suite 200, Winter Park FL 32789. (407)628-4802. Fax: (407)628-7061. E-mail: editor@marlinmag.com. Web site: www.marlinmag.com. **Contact:** David Ferrell, editor. Circ. 45,000 (paid). Estab. 1981. Published 8 times/year. Emphasizes offshore big game fishing for billfish, tuna and other large pelagics. Readers are 94% male, 75% married, average age 43, very affluent businessmen. Sample copy free with 8 × 10 SASE. Photo guidelines free with SASE or on Web site.

Needs Buys 45 photos from freelancers/issue; 270 photos/year. Needs photos of fish/action shots, scenics and how-to. Special photo needs include big game fishing action and scenics (marinas, landmarks, etc.). Model release preferred. Photo captions preferred.

Specs Uses 35mm transparencies. Also accepts high-resolution images on CD or via FTP.

Making Contact & Terms Contract required. Send unsolicited photos by mail with SASE for consideration. Responds in 1 month. Simultaneous submissions OK with notification. Pays \$1,200 for color cover; \$100-300 for color inside. Pays on publication. Buys first North American rights.

Tips "Send sample material with SASE. No phone call necessary."

METAL FARM

Metal Farm LLC, 106 S. East St., Lebanon OH 45036. (513)543-0043. E-mail: randy@metalfarm.co. Web site: www.metalfarm.com. **Contact:** Randy Bake. Circ. 5,000. Quarterly consumer magazine. "Metal Farm is dedicated to a global hot rod custom culture. We entertain, inform, enlighten and encourage a passionate community of classic car and motorcycle enthusiasts. We place equal focus on the fast-moving personalities and the serious rides they live for."

Needs Buys 250 photos/year. Needs photos of automobiles, entertainment, events. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, historical/vintage. Photojournalistic projects: hot rod events—car shows, cruise-ins, poker runs, motorcycle rallies. Music: rockabilly, rock, metal, bluegrass, country. Business profiles: tattoo, taverns, motorcycle shops, hot rod shops, clothing, art galleries. Pin-up models: bikini, lingerie. Profiles: interesting people and places. Reviews photos with or without a manuscript. Model release required.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as EPS, JPEG files at 300 dpi.

Making Contact & Terms E-mail query letter with JPEG samples at 72 dpi and a project suggestion. Provide self-promotion piece to be kept on file for possible future assignments. Simultaneous submissions OK. Project rates: \$200-\$600. Stock photos—please inquire via e-mail. **Pays on acceptance.** Credit line given. Buys one-time rights; electronic rights; 6 months from publication exclusive rights; reproduction and promotional rights (without additional payment or credit line).

Tips "We are looking for images that possess quality composition and lighting, with a unique angle. Convey your personal photojournalistic spin on a hot rod culture that spans the globe. Send images with a mysterious, intelligent edge. Do not send images of drunk men worshipping women raising their shirts."

METROSOURCE MAGAZINE

Metrosource Publishing, 180 Varick St., #504, New York NY 10014. (212)691-5127. Fax: (212)741-2978. E-mail: rwalsh@metrosource.com. Web site: www.metrosource.com. **Contact:** Richard Walsh, editor. Circ. 125,000. Estab. 1990. Upscale, gay men's luxury lifestyle magazine published 6 times/year. Emphasizes fashion, travel, profiles, interiors, film, art. Sample copies free.

Needs Buys 10-15 photos from freelancers/issue; 50 photos/year. Needs photos of celebrities, architecture, interiors/decorating, adventure, food/drink, health/fitness, travel, product shots/still life. Interested in erotic, fashion/glamour, seasonal. Also needs still life drink shots for spirits section. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses 8 × 10 glossy or matte color and/or b&w prints; 2 1/4 × 2 1/4, 4 × 5 transparencies. Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with self-promo cards. "Please call first for portfolio drop-off." Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$500-800 for cover; \$0-300 for inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We work with creative established and newly-established photographers. Our budgets vary depending on the importance of story. Have an e-mail address on card so we can see more photos or whole portfolio online."

MGW NEWSMAGAZINE

(formerly *Mom Guess What Newspaper*), Guess What Media, LLC, 1123 21st St., Suite 200, Sacramento CA 95814. (916)441-6397. Fax: (916)441-6422. E-mail: editor@mgwnews.com. Web site: www.mgwnews.com. **Contact:** Jeffry Davis, publisher. Circ. 21,000. Estab. 1978. Monthly magazine. Emphasizes gay/lesbian issues, including news, politics, entertainment, etc. Readers are gay and straight people. Sample copy available for \$1. Photo guidelines free with SASE.

Needs Buys 8-10 photos from freelancers/issue; 416-520 photos/year. Photo subjects include events, personalities, culture, entertainment, fashion, food, travel. Model release required. Photo captions required.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, PICT, BMP, JPEG files at 300 dpi.

Making Contact & Terms Arrange a personal interview to show portfolio. Send 8×10 glossy color or b&w prints by mail for consideration; include SASE for return of material. Previously published work OK. "Currently only using volunteer/pro bono freelance photographers but will consider all serious inquiries from local professionals." Credit line given.

Tips In portfolios, prefers to see gay/lesbian-related stories, human/civil rights, some "artsy" photos; *no* nudes or sexually explicit photos. "When approaching us, give us a phone call first and tell us what you have or if you have a story idea." Uses photographers as interns (contact editor for details).

MICHIGAN OUT-OF-DOORS

P.O. Box 30235, Lansing MI 48909. (517)346-6483. Fax: (517)371-1505. E-mail: magazine@mucc.org. Web site: www.mucc.org. **Contact:** Dennis C. Knickerbocker, editor. Circ. 80,000. Estab. 1947. Monthly magazine for people interested in "outdoor recreation, especially hunting and fishing; conservation; environmental affairs." Sample copy available for \$3.50; editorial guidelines free.

Needs Buys 6-12 photos from freelancers/issue; 72-144 photos/year. Needs photos of animals/wildlife, nature, scenics, sports (hunting, fishing, backpacking, camping, cross-country skiing, and other forms of noncompetitive outdoor recreation). Materials must have a Michigan slant. Photo captions preferred.

Making Contact & Terms Send any size glossy b&w prints; 35mm or 2¼×2¼ color transparencies; high-definition digital images. Include SASE for return of material. Responds in 1 month. Pays \$175 for cover; \$20 minimum for b&w inside; \$40 for color inside. Credit line given. Buys first North American serial rights.

Tips Submit seasonal material 6 months in advance. Wants to see "new approaches to subject matter."

MINNESOTA GOLFER

Minnesota Golf Association, 6550 York Ave. S., Suite 211, Edina MN 55435. (952)927-4643. Fax: (952)927-9642. E-mail: editor@mngolf.org. Web site: www.mngolf.org. **Contact:** W.P. Ryan, editor. Circ. 60,000. Estab. 1970. Bimonthly association magazine covering Minnesota golf scene. Sample copies available.

Needs Works on assignment only. Buys 25 photos from freelancers/issue; 150 photos/year. Needs photos of golf, golfers, and golf courses only. Will accept exceptional photography that tells a story or takes specific point of view. Reviews photos with or without a manuscript. Model/property release required. Photo captions required; include date, location, names and hometowns of all subjects.

Specs Uses 5×7 or 8×10 glossy color and/or b&w prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, e-mail as JPEG files.

Making Contact & Terms Send query letter with slides, prints. Portfolios may be dropped off every Monday. Provide business card or self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays on publication. Credit line given. Buys one-time rights. Will negotiate one-time or all rights, depending on needs of the magazine and the MGA.

Tips "We use beautiful golf course photography to promote the game and Minnesota courses to our readers. We expect all submissions to be technically correct in terms of lighting, exposure, and color. We are interested in photos that portray the game and golf courses in new, unexpected ways. For assignments, submit work with invoice and all expenses. For unsolicited work, please include contact, fee, and rights terms submitted with photos; include captions where necessary. Artist agreement available upon request."

MISSOURI LIFE

Missouri Life, Inc., P.O. Box 421, Fayette MO 65248-0421. (660)248-3489. Fax: (660)248-2310. E-mail: info@missourilife.com. Web site: www.missourilife.com. **Contact:** Danita Allen, editor. Circ. 20,000. Estab. 1973. Bimonthly consumer magazine. "Missouri Life celebrates Missouri people and places, past and present, and the unique qualities of our great state with interesting stories and bold, colorful photography." Sample copy available for \$4.50 and SASE with \$2.44 first-class postage. Photo guidelines available on Web site.

Needs Buys 80 photos from freelancers/issue; more than 500 photos/year. Needs photos of environmental, seasonal, landscapes/scenics, wildlife, architecture, cities/urban, rural, adventure, historical sites, entertainment, events, hobbies, performing arts, travel. Reviews photos with or without a manuscript. Model/property release required. Photo captions required; include location, names and detailed identification (including any title and hometown) of subjects.

Specs Uses 4×6 or larger glossy color and/or b&w prints, slides, transparencies. Accepts images in high-res digital format (minimum 300 dpi at 8×10). Send via e-mail, CD, Zip as EPS, JPEG, TIFF files.

Making Contact & Terms Send query letter with résumé, stock list. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 1 month. Pays \$100-150 for color cover; \$50 for color inside. Pays on publication. Credit line given. Buys first rights, nonexclusive rights, limited rights.

Tips "Be familiar with our magazine and the state of Missouri. Provide well-labeled images with detailed caption and credit information."

MONTANA MAGAZINE

Far County Press, P.O. Box 5630, Helena MT 59604. (406)444-5110. Fax: (406)443-5480. E-mail: photos@montanamagazine.com (queries only). Web site: www.montanamagazine.com. **Contact:** Mary Alice Chester, photo librarian. Circ. 120,000. Bimonthly consumer magazine. Subscribers include lifelong residents, first-time visitors, and "wanna-be" Montanans from around the nation and the world. Publishes articles on Montana recreation, contemporary issues, people, natural history, cities, small towns, humor, wildlife, real-life adventure, nostalgia, geography, history, byways and infrequently explored countryside, made-in-Montana products, local businesses and environment. Photo guidelines available for SASE or on Web site.

Needs Buys majority of photos from freelancers. Needs photos of wildlife, cities/urban. Interested in seasonal; community scenes, scenic panoramas and intimate close-ups that showcase Montana. Subject matter is limited to Montana and Yellowstone National Park. Humorous or nostalgic images for "Glimpses" page. Model/property release preferred. Photo captions required.

Specs Uses 35mm transparencies. Accepts reproduction-grade dupes and professional prints.

Making Contact & Terms Send query letter with slides. Does not keep samples on file; include SASE for return of material. Pays \$250 maximum for color cover. Pays \$50-175 for color inside. Credit line given. Buys one-time rights.

Tips "Editorial calendar available on request with SASE."

MOTORING & LEISURE

CSMA, Britannia House, 21 Station St., Brighton BN1 4DE United Kingdom. (44)(127)374-4757. E-mail: sarah.harvey@csma.uk.com. Web site: www.csma.uk.com. **Contact:** Sarah Harvey, picture researcher. Circ. 360,000. Monthly association magazine. Members of the Civil Service Motoring Association receive a copy mailed directly to their homes—CSMA benefits and services, new cars, motoring, travel, leisure and hobbies. Sample copies available.

Needs Needs photos of couples, families, parents, landscapes/scenics, wildlife, cities/urban, gardening, automobiles, events, food/drink, health/fitness, hobbies, sports, travel, computers, medicine. Interested in historical/vintage, seasonal. Reviews photos with or without a manuscript. Photo captions preferred; include location.

Specs Accepts images in digital format. Send via CD or e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, transparencies, stock list. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months to queries. Simultaneous submissions and previously published work OK. Pays £25/picture. Pays on publication. Credit line sometimes given if asked. Buys one-time rights.

MOUNTAIN LIVING

1777 S. Harrison St., Suite 1200, Denver CO 80210. (303)248-2052. Fax: (303)248-2064. E-mail: lshowell@mountainliving.com. Web site: www.mountainliving.com. **Contact:** Loneta Showell, art director. Circ. 45,000. Estab. 1994. Bimonthly magazine. Emphasizes shelter, lifestyle.

Needs Buys 25 photos from freelancers/issue; 150 photos/year. Needs photos of home interiors, architecture. Reviews photos with accompanying manuscript only. Model/property release required. Photo captions preferred.

Specs Prefers images in digital format. Send via CD as TIFF files at 300 dpi. Also uses 35mm, 2¼×2¼, 4×5 transparencies.

Making Contact & Terms Submit portfolio for review. Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 6 weeks. Pays \$500-600/day; \$0-600 for color inside. **Pays on acceptance.** Credit line given. Buys one-time and first North American serial rights as well as rights to use photos on the *Mountain Living* Web site and in promotional materials; negotiable.

\$ MULTINATIONAL MONITOR

P.O. Box 19405, Washington DC 20036. (202)387-8030. Fax: (202)234-5176. E-mail: monitor@essential.org. Web site: www.multinationalmonitor.org. **Contact:** Robert Weissman, editor. Circ. 10,000. Estab. 1978. Bimonthly magazine. "We are a political-economic magazine covering operations of multinational corporations." Emphasizes multinational corporate activity. Readers are in business and academia; many are activists. Sample copy free with 9×12 SAE.

Needs Uses 20 photos/issue; number of photos supplied by freelancers varies. "We need photos of industry, people, cities, technology, agriculture and many other business-related subjects." Also uses photos of medicine, military, political, science. Photo captions required; include location, your name and description of subject matter.

Making Contact & Terms Send query letter with list of stock photo subjects, SASE. Responds in 3 weeks. Pays \$75 for color cover; \$35 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

\$ \$ MUSCLEMAG INTERNATIONAL

5775 McLaughlin Rd., Mississauga ON L5R 3P7 Canada. E-mail: rramsay@emusclemag.com. Web site: www.musclemag.com. **Contact:** Art Director. Circ. 300,000. Estab. 1974. Monthly magazine. Emphasizes male and female hardcore bodybuilding. Sample copy available for \$6.

Needs Buys 3,000 photos/year; 50% assigned; 50% stock. Needs celebrity/personality, fashion/beauty, glamour, swimsuit, how-to, human interest, humorous, special effects/experimental and spot news. "We require action exercise photos of bodybuilders and fitness enthusiasts training with sweat and strain." Wants on a regular basis "different" pics of top names, bodybuilders or film stars famous for their physiques (i.e., Schwarzenegger, The Hulk, etc.). No photos of mediocre bodybuilders. "They have to be among the top 100 in the world or top film stars exercising." Photos purchased with accompanying manuscript. Photo captions preferred.

Specs Uses 8×10 glossy b&w prints; 35mm, 2¼×2¼ or 4×5 transparencies; high-resolution digital thumbnails; vertical format preferred for cover.

Making Contact & Terms Send material by mail for consideration; send \$3 for return postage. Send query letter with contact sheet. Responds in 1 month. Pays \$20-50/b&w photo; \$25-500/color photo; \$500-1,000/cover photo. Pays on publication. Credit line given. Buys all rights.

Tips "We would like to see photographers take up the challenge of making exercise photos look like exercise motion. In samples we want to see sharp, color-balanced, attractive subjects, no grain, artistic eye. Someone who can glamorize bodybuilding on film. To break in get serious: read, ask questions, learn, experiment and try, try again. Keep trying for improvement—don't kid yourself that you are a good photographer when you don't even understand half the attachments on your camera. Immerse yourself in photography. Study the best; study how they use light, props, backgrounds, angles. Current biggest demand is for swimsuit-type photos of fitness men and women (splashing in waves, playing/posing in sand, etc.). Shots must be sexually attractive."

\$ MUSHING: The Magazine of Dog-Powered Adventure

P.O. Box 246, Fairbanks AK 99709. (917)929-6118. E-mail: editor@mushing.com. Web site: www.mushing.com. **Contact:** Amanda Byrd, managing editor. Circ. 6,000. Estab. 1987. Bimonthly magazine. Readers are dog drivers, mushing enthusiasts, dog lovers, outdoor specialists, innovators, and sled dog history lovers. Sample copy available for \$5 in U.S. Photo guidelines free with SASE or on Web site.

Needs Uses 20 photos/issue; most supplied by freelancers. Needs action photos: all-season and wilderness; still and close-up photos: specific focus (sledding, carting, dog care, equipment, etc). Special photo needs include skijoring, feeding, caring for dogs, summer carting or packing, 1- to 3-dog-sledding, and kids mushing. Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail for consideration. Responds in 6 months. Pays \$175 maximum for color cover; \$15-40 for b&w inside; \$40-50 for color inside. Pays \$10 extra for 1 year of electronic use rights on the Web. Pays within 60 days after publication. Credit line given. Buys first serial rights and second reprint rights.

Tips Wants to see work that shows "the total mushing adventure/lifestyle from environment to dog house."

To break in, one's work must show "simplicity, balance and harmony. Strive for unique, provocative shots that lure readers and publishers. Send 10-40 images for review. Allow for 2-6 months' review time for at least a screened selection of these."

\$ [icon] [icon] MUZZLE BLASTS

P.O. Box 67, Friendship IN 47021. (812)667-5131. Fax: (812)667-5137. E-mail: mblastdop@seidata.com. Web site: www.nmlra.org. **Contact:** Terri Trowbridge, director of publications. Circ. 20,000. Estab. 1939. Publication of the National Muzzle Loading Rifle Association. Monthly magazine emphasizing muzzleloading. Sample copy free. Photo guidelines free with SASE.

Needs Interested in muzzleloading, muzzleloading hunting, primitive camping. "Ours is a specialized association magazine. We buy some big-game wildlife photos but are more interested in photos featuring muzzleloaders, hunting, powder horns and accoutrements." Model/property release required. Photo captions preferred.

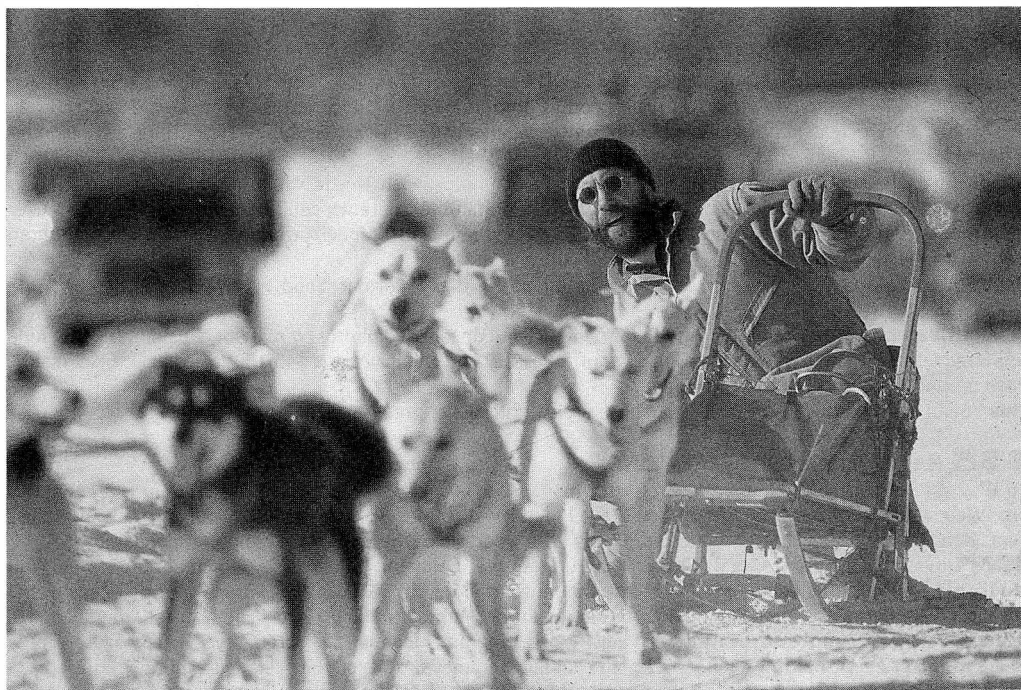
Specs Prefers to use 3x5 color transparencies; sharply contrasting 35mm color slides acceptable. Accepts images in digital format. Send via CD, floppy disk, Zip as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with stock list. Keeps samples on file; include SASE for return of material. Responds in 2 weeks. Simultaneous submissions OK. Pays \$300 for color cover; \$25-50 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

\$ [icon] [icon] NA'AMAT WOMAN

350 Fifth Ave., Suite 4700, New York NY 10018. (212)563-5222. Fax: (212)563-5710. E-mail: judith@naamat.org. Web site: www.naamat.org. **Contact:** Judith A. Sokoloff, editor. Circ. 20,000. Estab. 1926. Quarterly organization magazine focusing on issues of concern to contemporary Jewish families and women. Sample copy free with SAE and \$1.26 first-class postage.

Needs Buys 5-10 photos from freelancers/issue; 50 photos/year. Needs photos of Jewish themes, Israel, women, babies/children/teens, families, parents, senior citizens, landscapes/scenics, architecture, religious, travel. Interested in documentary, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Photo captions preferred.



© 2006 Lawrence Morgan

Lawrence Morgan made contact with *Mushing* magazine by sending a selection of 80 slides on speculation. Morgan had owned a dog team for several years, so photographing mushers was a natural project for him. "Starting to sell locally gave me confidence to submit to a broader market," says Morgan.

Specs Uses color and/or b&w prints. "Can use color prints, but magazine is black & white except for cover." Accepts images in digital format. Contact editor before sending.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Keeps samples on file; include SASE for return of material. Responds in 6 weeks. Pays \$250 maximum for b&w cover; \$35-75 for b&w inside. Pays on publication. Credit line given. Buys one-time, first rights.

NATIONAL GEOGRAPHIC

National Geographic Society, 1145 17th St. NW, Washington DC 20036. Web site: www.nationalgeographic.com. **Contact:** Susan Smith, deputy director of photography. Director of Photography: David Griffin. Circ. 7 million. Monthly publication of the National Geographic Society.

- This is a premiere market that demands photographic excellence. *National Geographic* does not accept unsolicited work from freelance photographers. Photography internships and faculty fellowships are available. Contact Susan Smith, deputy director of photography, for application information.

\$\$\$ NATIONAL PARKS MAGAZINE

National Parks Conservation Association, 1300 19th St. NW, Suite 300, Washington DC 20036. (800)628-7275. E-mail: nyin@npca.org. Web site: www.npca.org/magazine. **Contact:** Nicole Yin, communications coordinator. Circ. 300,000. Estab. 1919. Quarterly magazine. Emphasizes the preservation of national parks and wildlife. Sample copy available for \$3 and 8 1/2 x 11 or larger SASE. Photo guidelines available on Web site.

Making Contact & Terms "We are not currently accepting unsolicited photographs from freelancers. We only accept images from our established corps of photographers. Less than 1 percent of our image needs are generated from unsolicited photographs, yet we receive dozens of submissions every week. Our limited staffing and even more limited time make it incredibly difficult to keep up with the inflow of images. Hopefully, as we continue to grow, we will eventually be able to lift this moratorium. Photographers are welcome to send postcards or other simple promotional materials that we do not have to return or respond to." Pays \$525 for full-bleed color covers; \$150-350 for color inside. Pays within 30 days after publication. Buys one-time rights.

Tips "When searching for photos, we frequently use www.AGPix.com to find photographers who fit our needs. If you're interested in breaking into the magazine, we suggest setting up a profile and posting your absolute best parks images there."

\$\$\$ NATIVE PEOPLES MAGAZINE

5333 N. Seventh St., Suite C-224, Phoenix AZ 85014. (602)265-4855. Fax: (602)265-3113. E-mail: editorial@nativepeoples.com. Web site: www.nativepeoples.com. **Contact:** Hilary Wallace, art director. Circ. 50,000. Estab. 1987. Bimonthly magazine. "Dedicated to the sensitive portrayal of the arts and lifeways of the Native peoples of the Americas." Photo guidelines free with SASE or on Web site.

Needs Buys 50-60 photos from freelancers/issue; 300-360 photos/year. Needs Native American lifeways photos (babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, events). Also uses photos of entertainment, performing arts, travel. Interested in fine art. Model/property release preferred. Photo captions preferred; include names, location and circumstances.

Specs Uses transparencies, all formats. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG, EPS files at 300 dpi.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration; include SASE for return of material. Responds in 1 month. Pays \$250 for color cover; \$45-150 for color or b&w inside. Pays on publication. Buys one-time rights.

Tips "Send samples, or, if in the area, arrange a visit with the editors."

\$\$\$ NATURAL HISTORY MAGAZINE

36 W. 25th St., 5th Floor, New York NY 10010. (646)356-6500. Fax: (646)356-6511. E-mail: nhmag@nhmag.com. Web site: www.nhmag.com. **Contact:** Steve Black, art director. Circ. 250,000. Magazine printed 10 times/year. Readers are primarily well-educated people with interests in the sciences. Free photo guidelines.

Needs Buys 400-450 photos/year. Subjects include animal behavior, photo essay, documentary, plant and landscape. "We are interested in photo essays that give an in-depth look at plants, animals, or people and that are visually superior. We are also looking for photos for our photographic feature, 'The Natural Moment.' This feature focuses on images that are both visually arresting and behaviorally interesting." Photos used must relate to the social or natural sciences with an ecological framework. Accurate, detailed captions required.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 6 x 7, 8 x 10 color transparencies; high-res digital images. Covers are always related to an article in the issue.

Making Contact & Terms Send query letter with résumé of credits. "We prefer that you come in and show us your portfolio, if and when you are in New York. Please don't send us any photographs without a query first,

describing the work you would like to send. No submission should exceed 30 original transparencies or negatives. However, please let us know if you have additional images that we might consider. Potential liability for submissions that exceed 30 originals shall be no more than \$100 per slide." Responds in 2 weeks. Previously published work OK but must be indicated on delivery memo. Pays (for color and b&w) \$400-600 for cover; \$350-500 for spread; \$300-400 for oversize; \$250-350 for full-page; \$200-300 for 1/4 page; \$175-250 for less than 1/4 page. Pays \$50 for usage on contents page. Pays on publication. Credit line given. Buys one-time rights.

Tips "Study the magazine—we are more interested in ideas than individual photos."

NATURE FRIEND, Helping Children Explore the Wonders of God's Creation

Carlisle Press, 2673 TR421, Sugarcreek OH 44681. (330)852-1900. Fax: (330)852-3285. **Contact:** Marvin Wengert, editor. Circ. 12,000. Estab. 1982. Monthly children's magazine. Sample copy available for \$2 first-class postage.

Needs Buys 6 photos from freelancers/issue; 72 photos/year. Needs photos of wildlife, closeup wildlife, wildlife interacting with each other. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via CD or DVD as TIFF files at 300 dpi at 8×10 size; provide color thumbnails when submitting photos on CD.

Making Contact & Terms Send query letter with slides, transparencies. "Most of our photographers send their new work for us to keep on file for possible use." Responds in 1 month to queries; 2 weeks to portfolios. Simultaneous submissions and previously published work OK. Pays \$75 for front cover; \$50 for back cover; \$75 for centerfold; \$20-30 for inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We're always looking for wild animals doing something unusual (e.g., unusual pose, interacting with one another, or freak occurrences)."

NATURE PHOTOGRAPHER

P.O. Box 220, Lubec ME 04652. (207)733-4201. Fax: (207)733-4202. E-mail: nature_photographer@yahoo.com. Web site: www.naturephotographer.com. **Contact:** Helen Longest-Saccone, editor-in-chief/photo editor. Circ. 35,000. Estab. 1990. Quarterly 4-color, high-quality magazine. Emphasizes "conservation-oriented, low-impact nature photography" with strong how-to focus. Readers are male and female nature photographers of all ages. Sample copy available for 10×13 SAE with 6 first-class stamps.

• *Nature Photographer* charges \$79/year to be a "field contributor."

Needs Buys 90-120 photos from freelancers/issue; 400 photos/year. Needs nature shots of "all types—abstracts, animals/wildlife, flowers, plants, scenics, environmental images, etc. Shots must be in natural settings; no setups, zoo or captive animal shots accepted." Reviews photos (slides or digital images on CD) with or without a manuscript 4 times/year: May (for fall issue); August (for winter issue); November (for spring issue); and January (for summer issue). Photo captions required; include description of subject, location, type of equipment, how photographed. "This information published with photos."

Making Contact & Terms Contact by e-mail or with SASE for guidelines before submitting images. Prefers to see 35mm transparencies or CD of digital images. "Send digital images via CD; please do not e-mail digital images." Does not keep samples on file; include SASE for return of material. Responds within 4 months, according to deadline. Simultaneous submissions and previously published work OK. Pays \$100 for color cover; \$20 for b&w inside; \$25-40 for color inside; \$75-150 for photo/text package. Pays on publication. Credit line given. Buys one-time rights.

Tips Recommends working with "the best lens you can afford and slow-speed slide film; or, if shooting digital, using the RAW mode." Suggests editing with a 4× or 8× lupe (magnifier) on a light board to check for sharpness, color saturation, etc. "Color prints are not normally used for publication in our magazine."

NATURIST LIFE INTERNATIONAL

P.O. Box 969, Winnisquam NH 03289. (603)455-7368. E-mail: info@naturistlifemag.com or editor@naturistlifemag.com. Web site: www.naturistlife.com and www.naturistlifemag.com. **Contact:** Tom Caldwell, editor-in-chief. Estab. 1987. Quarterly electronic magazine. Emphasizes nudism. Readers are male and female nudists, ages 20-80. Sample copy available on CD for \$5. Photo guidelines free with SASE.

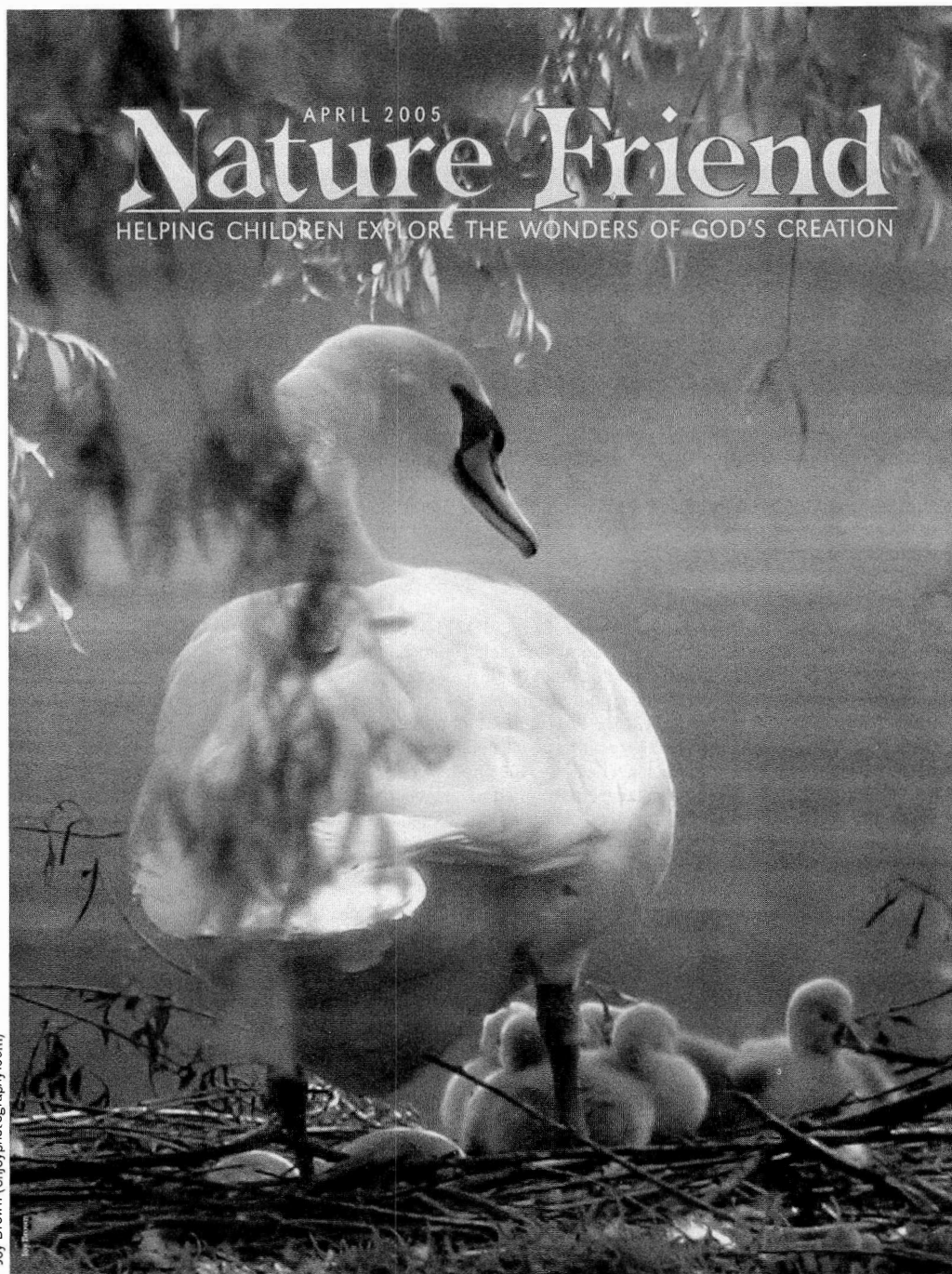
• *Naturist Life* holds yearly Vermont Naturist Photo Safaris organized to shoot nudes in nature.

Needs Buys 36 photos from freelancers/issue; 144 photos/year. Needs photos depicting family-oriented nudist/naturist work, recreational activity and travel. Reviews photos with or without a manuscript. Model release required (including Internet use) for recognizable nude subjects. Photo captions preferred.

Specs Prefers digital images submitted on CD; 8×10 glossy color and/or b&w prints; 35mm, 2 1/4×2 1/4, 4×5, 8×10 (preferred) transparencies.

Making Contact & Terms Send query letter with résumé of credits. Send unsolicited photos by mail or e-mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to

© Joy Brown (enjoyphotography.com)



An avid wildlife photographer, Joy Brown sent a selection of images to *Nature Friend*. They chose this photo of a swan and her cygnets for the April 2005 issue. Brown received \$75 for one-time rights.

be kept on file for possible future assignments. Responds in 2 weeks. Pays \$50 for color cover; \$10-25 for others. Pays on publication. Credit line given. "Prefer to own all rights but sometimes agree to one-time publication rights."

Tips "The ideal *NLI* photo shows ordinary-looking people of all ages doing everyday activities, in the joy of nudism. We do not want 'cheesecake' glamour images or anything that emphasizes the erotic."

\$ \$ NEW MEXICO MAGAZINE

495 Old Santa Fe Trail, Santa Fe NM 87501. (505)827-7447. Fax: (505)827-6496. E-mail: photos@nmmagazine.com. Web site: www.nmmagazine.com. **Contact:** Steve Larese, photo editor. Circ. 123,000. Monthly magazine for affluent people ages 35-65 interested in the Southwest or who have lived in or visited New Mexico. Sample copy available for \$3.95 with 9 x 12 SAE and 3 first-class stamps. Photo guidelines available on Web site.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs New Mexico photos only—landscapes, people, events, architecture, etc. "Most work is done on assignment in relation to a story, but we welcome photo essay suggestions from photographers. Cover photos usually relate to the main feature in the magazine." Model release preferred. Photo captions required; include who, what, where.

Specs Uses transparencies.

Making Contact & Terms Submit portfolio to Steve Larese; include SASE for return of material. Pays \$450/day; \$300 for color or b&w cover; \$60-100 for color or b&w stock. Pays on publication. Credit line given. Buys one-time rights.

Tips "New Mexico Magazine is the official magazine for the state of New Mexico. We prefer transparencies submitted in plastic pocketed sheets and accept high-resolution, unmanipulated digital files with good proof sheets. Photographers should know New Mexico. We are interested in the less common stock of the state. The magazine is editorial driven, and all photos run directly related to a story in the magazine."

\$ □ NEW YORK STATE CONSERVATIONIST MAGAZINE

NYSDEC Editorial Office, 625 Broadway, 2nd Floor, Albany NY 12233-4502. (518)402-8047. Fax: (518)402-8050. E-mail: magazine@gw.dec.state.ny.us. Web site: www.theconservationist.org and www.dec.state.ny.us. **Contact:** Photo Editor. Circ. 100,000. Estab. 1946. Bimonthly nonprofit, New York State government publication. Emphasizes natural history, environmental and outdoor interests pertinent to New York State. Sample copy available for \$3.50. Photo guidelines free with SASE or on Web site.

Needs Uses 40 photos/issue; 80% supplied by freelancers. Needs wildlife shots, people in the environment, outdoor recreation, forest and land management, fisheries and fisheries management, environmental subjects. Also needs landscapes/scenics, cities, travel, historical/vintage, seasonal. Model release preferred. Photo captions required.

Specs Accepts images in digital format. Send via CD as TIFF files at 300 dpi. Also uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies.

Making Contact & Terms Send material by mail for consideration, or submit portfolio for review. Provide résumé, bio, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays \$50 for cover photos; \$15 for b&w or color inside. Pays on publication. Buys one-time rights.

Tips Looks for "artistic interpretation of nature and the environment; unusual ways of picturing environmental subjects (even pollution, oil spills, trash, air pollution, etc.); wildlife and fishing subjects at all seasons. Try for unique composition, lighting. Technical excellence a must."

📷 NEWSWEEK

251 W. 57th St., New York NY 10019-6999. (212)445-4000. Web site: www.newsweek.com. Circ. 3,180,000. *Newsweek* reports the week's developments on the newsfront of the world and the nation through news, commentary and analysis. News is divided into National Affairs; International; Business; Society; Science & Technology; and Arts & Entertainment. Relevant visuals, including photos, accompany most of the articles. *Query before submitting.*

\$ □ NEWWITCH, not your mother's broomstick

BBi Media, Inc., P.O. Box 641, Point Arena CA 95468-0641. (707)882-2052. Fax: (707)882-2793. E-mail: meditor@newwitch.com. Web site: www.newwitch.com. **Contact:** Anne Niven, editor-in-chief. Circ. 15,000. Estab. 2002. Quarterly consumer magazine. "newWitch aims to break the stereotypes about wicca being boring—we are hip, active and irreverent." Sample copy and photo guidelines available for SAE.

Needs Buys 10 photos from freelancers/issue; 40 photos/year. Interested in alternative process, avant garde, seasonal. Reviews photos with or without a manuscript. Model release preferred.

Specs Uses 5 x 7 or larger matte color or b&w prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 400 dpi.

Making Contact & Terms "Request a sample copy (we send them free!) first, to see if our style and subject matter meet your interests." Provide self-promotion piece to be kept on file for possible future assignments. Responds in 10 weeks to queries; 1 month to portfolios. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$100-200 for color cover; \$10-100 for b&w inside. Pays on publication. Credit line given. Buys one-time rights, all rights; negotiable.

Tips "You should be aware of pagan/wiccan culture (you do *not* need to be a witch). We like contemporary, edgy work and extreme closeups, mostly of people ages 18-34."

\$ NORTH AMERICAN WHITETAIL MAGAZINE

P.O. Box 741, Marietta GA 30061. (770)953-9222. Fax: (770)933-9510. E-mail: ronald.sinfelt@primedia.com. Web site: www.northamericanwhitetail.com. **Contact:** Ron Sinfelt, photo editor. Circ. 130,000. Estab. 1982. Published 8 times/year (July-February) by Primedia. Emphasizes trophy whitetail deer hunting. Sample copy available for \$3. Photo guidelines free with SASE.

Needs Buys 8 photos from freelancers/issue; 64 photos/year. Needs photos of large, live whitetail deer, hunter posing with or approaching downed trophy deer, or hunter posing with mounted head. Also uses photos of deer habitats and signs. Model release preferred. Photo captions preferred; include when and where scene was photographed.

Specs Accepts images in digital format. Send via CD at 300 dpi with output of 8×12 inches. Also uses 8×10 b&w prints; 35mm transparencies.

Making Contact & Terms Send query letter with résumé of credits and list of stock photo subjects. Will return unsolicited material in 1 month if accompanied by SASE. Simultaneous submissions not accepted. Pays \$400 for color cover; \$75 for color inside; \$25 for b&w inside. Tearsheets provided. Pays 60 days prior to publication. Credit line given. Buys one-time rights.

Tips "In samples we look for extremely sharp, well-composed photos of whitetailed deer in natural settings. We also use photos depicting deer hunting scenes. Please study the photos we are using before making submission. We'll return photos we don't expect to use and hold the remainder for potential use. Please do not send dupes. Use an 8×10 envelope to ensure sharpness of images, and put name and identifying number on all slides and prints. Photos returned at time of publication or at photographer's request."

\$ NORTH CAROLINA LITERARY REVIEW

East Carolina University, Greenville NC 27858-4353. (252)328-1537. Fax: (252)328-4889. E-mail: BauerM@ecu.edu. Web site: www.ecu.edu/nclr. **Contact:** Margaret Bauer, editor. Circ. 750. Estab. 1992. Annual literary magazine. *NCLR* publishes poetry, fiction and nonfiction by and interviews with NC writers, and articles and essays about NC literature, history, and culture. Photographs must be NC-related. Sample copy available for \$15. Photo guidelines available for SASE or on Web site.

Needs Buys 3-6 photos from freelancers/issue. Model/property release preferred. Photo captions preferred.

Specs Uses b&w prints; 4×5 transparencies. Accepts images in digital format. Send via Zip as TIFF, GIF files at 300 dpi.

Making Contact & Terms Send query letter. Portfolios may be dropped off. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Send nonreturnable samples or include SASE for return of material. Responds in 2 months to queries. Pays \$50-200 for cover; \$5-100 for b&w inside. Pays on publication. Credit line given. Buys first rights.

Tips "Look at our publication—1998-present back issues. See our Web site."

\$ NORTHERN WOODLANDS: A New Way of Looking at the Forest

P.O. Box 471, Corinth VT 05039-9900. (802)439-6292. Fax: (802)439-6296. E-mail: anne@northernwoodlands.org. Web site: www.northernwoodlands.org. **Contact:** Anne Margolis, managing editor. Circ. 17,000. Estab. 1994. Quarterly consumer magazine "created to inspire landowners' sense of stewardship by increasing their awareness of the natural history and the principles of conservation and forestry that are directly related to their land; to encourage loggers, foresters, and purchasers of raw materials to continually raise the standards by which they utilize the forest's resources; to increase the public's awareness and appreciation of the social, economic, and environmental benefits of a working forest; to raise the level of discussion about environmental and natural resource issues; and to educate a new generation of forest stewards." Sample copies available for \$5. Photo guidelines available on Web site.

Needs Buys 10-50 photos from freelancers/year. Needs photos of forestry, environmental, landscapes/scenics, wildlife, rural, adventure, travel, agriculture, science. Interested in historical/vintage, seasonal. Other specific photo needs: vertical format, photos specific to assignments in northern New England and upstate New York. Reviews photos with or without a manuscript. Model release preferred. Photo captions required.

Specs Uses glossy or matte color and b&w prints; 35mm, 2¼×2¼ transparencies. Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, EPS files at 300 dpi minimum. No e-mails larger than 1 MB.

Making Contact & Terms Send query letter with slides. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$150 for color cover; \$25-75 for b&w inside. "We might pay upon receipt or as late as publication." Credit line given. Buys one-time rights.

Tips "Read our magazine or go to our Web site for samples of the current issue. We're always looking for high-quality cover photos on a seasonal theme. Vertical format for covers is essential. Also, note that our title goes up top, so photos with some blank space up top are best. Please remember that not all good photographs make good covers—we like to have a subject, lots of color, and we don't mind people. Anything covering the woods and people of Vermont, New Hampshire, Maine, northern Massachusetts or northern New York is great. Unusual subjects, and ones we haven't run before (we've run lots of birds, moose, large mammals, and horse-loggers), get our attention. For inside photos we already have stories and are usually looking for regional photographers willing to shoot a subject theme."

\$ NORTHWEST TRAVEL MAGAZINE

4969 Hwy. 101, Suite 2, Florence OR 97439. (800)348-8401. Fax: (541)997-1124. E-mail: barb@ohwy.com. Web site: www.northwestmagazines.com. **Contact:** Barbara Grano, photo editor. Circ. 50,000. Estab. 1991. Bimonthly consumer magazine emphasizing travel in Oregon, Washington, Idaho, western Montana, and British Columbia, Canada. Readers are middle-class, middle-age. Sample copy available for \$6. Photo guidelines free with SASE or on Web site.

Needs Buys 3-5 photos from freelancers/issue; 18-30 photos/year. Wants seasonal scenics. Model release required. Photo captions required; include specific location and description. "Label all slides and transparencies with captions and photographer's name."

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 positive transparencies. "Do not e-mail images."

Making Contact & Terms Send query letter with transparencies. Does not keep samples on file; include SASE for return of material. Responds in 1 month. Pays \$425 for color cover; \$100 for calendar usage; \$25-50 for b&w inside; \$25-100 for color inside; \$100-250 for photo/text package. Credit line given. Buys one-time rights.

Tips "Send slide film that can be enlarged without graininess (50-100 ASA). We don't use color filters. Send 20-40 slides. Protect slides with sleeves put in plastic holders. Don't send in little boxes. We work about 3 months ahead, so send spring images in winter, summer images in spring, etc."

\$ NORTHWOODS JOURNAL, a magazine for working writers

Conservatory of American Letters, P.O. Box 298, Thomaston ME 04861. (207)354-0998. E-mail: cal@americanletters.org. Web site: www.americanletters.org. **Contact:** Robert Olmsted, editor. Circ. 100-200. Estab. 1992. Quarterly literary magazine. "We are a magazine for writers—a showcase, not a how-to." Sample copy available for \$6.50 and 6 x 9 SAE with \$1.04 postage.

Needs Sometimes buys 1 photo from freelancers/issue; at least 4 photos/year. Needs photos of landscapes/scenics, wildlife, rural. Reviews photos with or without a manuscript. Model release required.

Specs Uses 5 x 7 glossy color and/or b&w prints. No digital images. Send via mail.

Making Contact & Terms Send query letter with prints. Does not keep samples on file; include SASE for return of material. Responds in 1 week to queries. Pays \$5-20 for b&w cover; \$20-50 for color cover. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "We're a small, tough market. We buy a seasonal color cover photo for each issue of the magazine, and occasional color covers for books. Our subject matter usually does not suggest interior photos."

\$ NOW & THEN: The Appalachian Magazine

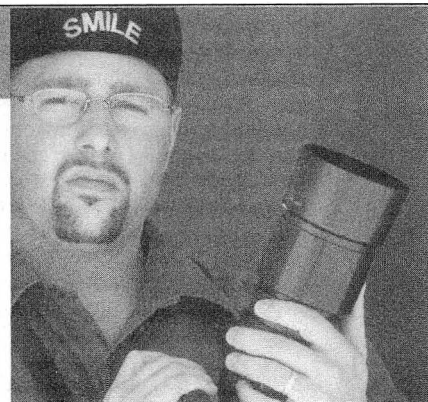
Center for Appalachian Studies & Services, Box 70556 ETSU, 807 University Pkwy., Johnson City TN 37614-1707. (423)439-7865. Fax: (423)439-7870. E-mail: sandersr@etsu.edu. Web site: www.etsu.edu/cass. **Contact:** Randy Sanders, managing editor. Circ. 1,000. Estab. 1984. Literary magazine published twice/year. *Now & Then* tells the story of Appalachia, the mountain region that extends from northern Mississippi to southern New York state. The magazine presents a fresh, revealing picture of life in Appalachia, past and present, with engaging articles, personal essays, fiction, poetry and photography. Sample copy available for \$8 plus \$2 shipping. Photo guidelines free with SASE.

Needs Buys 1-3 photos from freelancers/issue; 3-9 photos/year. Needs photos of environmental, landscapes/scenics, architecture, cities/urban, rural, adventure, performing arts, travel, agriculture, political, disasters. Interested in documentary, fine art, historical/vintage. Photographs must relate to theme of issue. Themes are posted on the Web site or available with guidelines. "We like to publish photo essays based on the magazine's theme." Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include where the photo was taken, identify places/people.

Specs Uses 5 x 7 or 8 x 10 glossy color or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 600 dpi.

Thomas Porter

*For Canadian photographer,
work is play*



At age 31, Thomas Porter has built a thriving photography business doing what he loves best in the place he loves best—the great outdoors. “People were meant to be outdoors,” says the Saskatchewan native, who is an avid outdoorsman, hunter and fisherman. “The people here are at one with their environment. Most are hearty, rugged people with a zest for the outdoors. It is part of who they are and part of who I am.”

Porter started as a newspaper photojournalist in Prince Albert, Saskatchewan. Because the subject matter was often grim and the hours were brutal, Porter decided to leave photojournalism behind and strike out on his own to do commercial and retail work. Porter believes that his photojournalism background has helped to set him apart from his competitors: “I was used to having tight deadlines, strange hours and only moments to get images that matter,” he says.

Porter is a generalist who has mined every possible opportunity in his area. “I do everything from mineral exploration documentation, cross-country canoe races, dog-sledding events, winter carnivals, summer fairs, family photos, weddings, hockey teams, sports action, travel and tourism images, antique photo restorations, custom photographics and design, product shots, art photos and business portraiture,” he says. He counts *Mushing*, *Prairies North*, *Canadian Diamonds*, the *Canadian Press* and *Cycle Canada* among his editorial clients. It sounds like a lot for one photographer to juggle, but according to Porter, “You just have to assess the needs of the client and never be afraid to accept new challenges.”

Saskatchewan is a huge province: The British Isles could fit into it two-and-a-half times. However, it has a relatively small population of 900,000 residents who are scattered throughout the province. Porter draws clients from a service area with more than 250,000 people. Many are a two-hour drive away. Porter is one of a few professional photographers in the area, and one of an even smaller group who is willing to travel outside the studio. “It has made a huge difference for me to be flexible and mobile. My overhead costs are relatively low, so I can afford to travel around with my camera.” As for marketing and self-promotion, he says, “It’s not hard for your name to get around out here. You can see a billboard for 30 miles.”

Porter has an 800-square-foot studio in his home where he does product shots, family portraits, and portfolio shots for models, musicians and theater performers. However, only 20 percent of his work is done in the studio. “I do the bulk of my work outdoors. It’s where I prefer to be; it’s where my clients prefer to be. We’ve done weddings on the ski slope and family portraits on snowmobiles and boats,” says Porter, who admits that the climate can be hostile.



© Thomas Porter

This couple was married on New Year's Eve and spent the afternoon on the ski slope in Prince Albert, where Thomas Porter captured this unique wedding portrait. "My clients will try anything, it seems," he says.

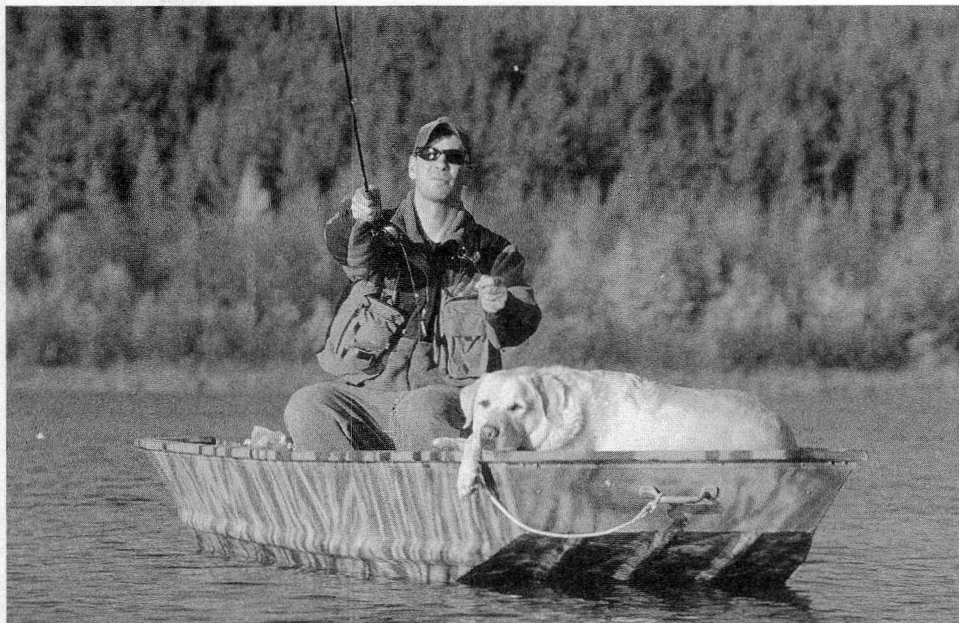
The frigid temperatures can be hard on camera equipment as well as people, but Porter has developed mechanisms to keep his equipment warm in winter, including modifying military equipment. "I don't even carry a camera bag any more," he says. "I wear a SWAT vest outfitted for camera gear. I look freaky, but I think that's half the reason people like me. I look like I mean business."

Porter is developing a new niche that dovetails nicely with his outdoor photography: tourism. Saskatchewan's economy has traditionally been based in forestry and agriculture, but the government and civic organizations are starting to realize the area's potential as a tourist destination. Armed with a folder of model releases, Porter captures photos of people water-skiing, camping and hiking for this emerging tourism market. Regional magazines, provincial tourism bureaus and economic development offices publish these Canadian lifestyle photos.

Although Porter loves the outdoors, he also believes in keeping up with technology. Porter is the only photographer in the area who does digital work exclusively, which gives him an edge because many clients want only digital images. Porter is glad because this eliminates the expense of film and processing, and provides a much quicker turnaround for his clients. He also creates 360-degree interactive virtual reality photos for the Web. Clients for the virtual reality photos include a new arena complex and an art gallery. "If you can provide something unique with the products and services you offer, then you have no competition," he says.

Porter's advice to aspiring photographers: "Start small, minimize expenses, market your strength and do the thing you enjoy. Try new things, but be honest about your experience in new areas. Be willing to offer a bit of a deal on jobs you have little or no experience with. Join every association, service group and special interest club you can. The more people who know your name, the better. Be a civic promoter, donate time and funds wherever you can; it will come back to you tenfold. Don't give your photographic services away, mind

© Thomas Porter



A 200mm telephoto lens helped Porter capture this quintessential Canadian lifestyle image as he sat in a belly boat on Dog Lake in Saskatchewan.

you: Just be out there in the community and show you are committed to it."

Porter is pleased that his business is flourishing in Saskatchewan, a place of great natural beauty with plenty of opportunities for outdoor recreation. A consummate generalist, Porter has made the most of the opportunities his environment has to offer. He hopes to expand his business into other provinces for corporate work in the future. He is also working on a coffee-table book with his father, a range ecologist from Alberta. Whatever he does in the future, Porter will keep his eye on the progress of technology and look for ways to use it in his business. "Fortune favors those who can adapt and be creative in their own time," he says.

—Donna Poehner

Making Contact & Terms Send query letter with résumé, photocopies. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$100 maximum for color cover; \$25 for b&w inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Know what our upcoming themes are. Keep in mind we cover only the Appalachian region. (See the Web site for a definition of the region)."

\$\$\$ OFFSHORE

Offshore Communications, Inc., 500 Victory Rd., Marina Bay, North Quincy MA 02171. (617)221-1400. Fax: (617)847-1871. E-mail: dauerd@offshoremag.net. Web site: www.offshoremag.net. **Contact:** Dave Dauer, director of creative services. Monthly magazine. Focuses on recreational boating in the Northeast region of America, from Maine to New Jersey. Sample copy free with 9 × 12 SASE.

Needs Buys 35-50 photos from freelancers/issue; 420-600 photos/year. Needs photos of recreational boats and boating activities. "Boats covered are mostly 20-50 feet; mostly power, but some sail, too." Photo captions required; include location.

Specs Accepts slides or digital images only. "Cover photos should be vertical format and have strong graphics and/or color."

Making Contact & Terms "Please call before sending photos." Simultaneous submissions and previously published work OK. Pays \$400 for color cover; \$75-250 for color inside. Pays on publication. Credit line given. Buys one-time rights.

\$\$\$ OKLAHOMA TODAY

120 N. Robinson, Suite 600, Oklahoma City OK 73102. (405)230-8450. E-mail: megan@oklahomatoday.com. Web site: www.oklahomatoday.com. **Contact:** Megan Rossman, associate editor. Circ. 45,000. Estab. 1956. Bimonthly magazine. "We cover all aspects of Oklahoma, from history to people profiles, but we emphasize travel." Readers are "Oklahomans, whether they live in-state or are exiles; studies show them to be above average in education and income." Sample copy available for \$4.95. Photo guidelines free with SASE or on Web site.

Needs Buys 45 photos from freelancers/issue; 270 photos/year. Needs photos of "Oklahoma subjects only; the greatest number are used to illustrate a specific story on a person, place or thing in the state. We are also interested in stock scenics of the state." Other areas of focus are adventure—sport/travel, reenactment, historical and cultural activities. Model release required. Photo captions required.

Specs Uses 8 × 10 glossy b&w prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD or e-mail.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 2 months. Simultaneous submissions and previously published work OK (on occasion). Pays \$50-150 for b&w photos; \$50-250 for color photos; \$125-1,000/job. Pays on publication. Buys one-time rights with a 4-month from publication exclusive, plus right to reproduce photo in promotions for magazine without additional payment with credit line.

Tips To break in, "read the magazine. Subjects are normally activities or scenics (mostly the latter). I would like good composition and very good lighting. I look for photographs that evoke a sense of place, look extraordinary and say something only a good photographer could say about the image. Look at what Ansel Adams and Eliot Porter did and what Muench and others are producing, and send me that kind of quality. We want the best photographs available, and we give them the space and play such quality warrants."

ONBOARD MEDIA

960 Alton Rd., Miami Beach FL 33139. (305)673-0400. Fax: (305)674-9396. E-mail: beth@onboard.com; sirena@onboard.com; bonnieb@onboard.com. Web site: www.onboard.com. **Contact:** Beth Wood, Sirena Andras and Bonnie Bennett, co-art directors. Circ. 792,184. Estab. 1990. Ninety annual and quarterly publications. Emphasize travel in the Caribbean, Europe, Mexican Riviera, Bahamas, Alaska, Bermuda, Las Vegas. Custom publications reach cruise vacationers and vacation/resort audience. Photo guidelines free with SASE.

Needs Needs photos of scenics, nature, prominent landmarks based in Caribbean, Mexican Riviera, Bahamas, Alaska, Europe and Las Vegas. Model/property release required. Photo captions required; include where the photo was taken and explain the subject matter. Credit line information requested.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Prefers images in digital format RAW data. Send via CD at 300 dpi.

Making Contact & Terms Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Responds in 3 weeks. Previously published work OK. Rates negotiable per project. Pays on publication. Credit line given.

\$ ONE

CNEWA, 1011 First Ave., New York NY 10022-4195. (212)826-1480. Fax: (212)826-8979. E-mail: cnewa@cnewa.org. Web site: www.cnewa.org. **Contact:** Cody Christopoulos, photo editor. Circ. 90,000. Estab. 1974. Bimonthly magazine. Official publication of Catholic Near East Welfare Association, "a papal agency for humanitarian and pastoral support." ONE informs Americans about the traditions, faiths, cultures and religious communities of the Middle East, Northeast Africa, India and Eastern Europe. Sample copy and photo guidelines available for 8 1/2 x 11 SASE.

Needs Freelancers supply 80% of photos. Prefers to work with writer/photographer team. Looking for evocative photos of people—not posed—involved in activities: work, play, worship. Liturgical shots also welcome. Extensive captions required if text is not available.

Making Contact & Terms Send query letter first. "Please do not send an inventory; rather, send a letter explaining your ideas." Include 8 1/2 x 11 SASE. Responds in 3 weeks; acknowledges receipt of material immediately. Simultaneous submissions and previously published work OK, "but neither is preferred. If previously published, please tell us when and where." Pays \$75-100 for b&w cover; \$150-200 for color cover; \$50-100 for b&w inside; \$75-175 for color inside. Pays on publication. Credit line given. "Credits appear on page 3 with masthead and table of contents." Buys first North American serial rights.

Tips "Stories should weave current lifestyles with issues and needs. Avoid political subjects; stick with ordinary people. Photo essays are welcome. Write requesting sample issue and guidelines, then send query. We rarely use stock photos but have used articles and photos submitted by single photojournalist or writer/photographer team."

\$ OREGON COAST MAGAZINE

4969 Hwy. 101, Suite 2, Florence OR 97439. (800)348-8401. Fax: (541)997-1124. E-mail: barb@ohwy.com. Web site: www.northwestmagazines.com. **Contact:** Barbara Grano, photo editor. Circ. 50,000. Estab. 1982. Bimonthly magazine. Emphasizes Oregon coast life. Readers are middle-class, middle-aged. Sample copy available for \$6, including postage. Photo guidelines available with SASE or on Web site.

Needs Buys 3-5 photos from freelancers/issue; 18-30 photos/year. Needs scenics. Especially needs photos of typical subjects—waves, beaches, lighthouses—with a fresh perspective. Needs mostly vertical format. Model release required. Photo captions required; include specific location and description. "Label all slides and transparencies with captions and photographer's name."

Making Contact & Terms Send unsolicited 35mm, 2 x 2, 4 x 5 positive transparencies by mail for consideration; SASE or return postage required. "Do not e-mail images." Responds in 1 month. Pays \$350 for color cover; \$100 for calendar usage; \$25-50 for b&w inside; \$25-100 for color inside; \$100-250 for photo/text package. Credit line given. Buys one-time rights.

Tips "Send only the very best. Use only slide film that can be enlarged without graininess. Don't use color filters. An appropriate submission would be 20-40 slides. Protect slides with sleeves—put in plastic holders. Don't send in little boxes."

\$ \$ OUTDOOR AMERICA

Izaak Walton League of America, 707 Conservation Lane, Gaithersburg MD 20878-2983. (301)548-0150. Fax: (301)548-9409. E-mail: oa@iwl.org. Web site: www.iwl.org/oa. **Contact:** Jason McGarvey, editorial director. Art Director: Jay Clark. Circ. 40,000. Estab. 1922. Published quarterly. Covers conservation topics, from clean air and water to public lands, fisheries and wildlife. Also focuses on outdoor recreation issues and covers conservation-related accomplishments of the League's membership.

Needs Needs vertical wildlife photos or shots of campers, boaters, anglers, hunters and other traditional outdoor

recreationists for cover. Reviews photos with or without a manuscript. Model release required. Photo captions preferred; include date taken, model info, location and species.

Specs Uses 35mm, 6×9 transparencies or negatives. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, stock list. "Tearsheets and nonreturnable samples only. Not responsible for return of unsolicited material." Simultaneous submissions and previously published work OK. Pays \$500 and up for cover; \$50-600 for inside. **Pays on acceptance.** Credit line given. Buys one-time rights and occasionally Web rights.

Tips "We prefer the unusual shot—new perspectives on familiar objects or subjects. We occasionally assign work. Approximately one half of the magazine's photos are from freelance sources."

OUTDOOR CANADA

25 Sheppard Ave. W., Suite 100, Toronto ON M2N 6S7 Canada. (416)218-3697. Fax: (416)227-8296. E-mail: rbiron@outdoorcanada.ca. Web site: www.outdoorcanada.ca. **Contact:** Robert Biron, art director. Circ. 100,000. Estab. 1972. Magazine published 8 times/year. Photo guidelines free with SASE (or SAE and IRC), via e-mail or on Web site.

Needs Buys 200-300 photos/year. Needs photos of wildlife; fishing, hunting, ice-fishing; action shots. "**Canadian content ONLY.**" Photo captions required; include identification of fish, bird or animal.

Specs Accepts images in digital format.

Making Contact & Terms "Send a well edited selection of transparencies with return postage for consideration. E-mail/CD portfolios also accepted." Responds in 1 month. Pays \$550 for cover; \$75-400 for color inside, depending on size used (all payable in Canadian funds). Pays on invoice. Buys one-time rights.

OVER THE BACK FENCE

Long Point Media, LLC, 2947 Interstate Pkwy., Brunswick OH 44212. (330)220-2483. Fax: (330)220-3083. E-mail: RockyA@LongPointMedia.com. Web site: www.backfencemagazine.com. **Contact:** Rocky Alten, creative director. Estab. 1994. Quarterly magazine. "*Over the Back Fence* is a regional magazine serving southern and central Ohio. We are looking for photos of interesting people, events and history of our area." Sample copy available for \$4. Photo guidelines available on Web site.

Needs Buys 50 photos from freelancers/issue; 200 photos/year. Needs photos of scenics, attractions, food (specific to each issue), historical locations in region (call for specific counties). Model release required for identifiable people. Photo captions preferred; include location, description, names, date of photo (year), and if previously published, where and when.

Specs Prefers images in digital format. Review guidelines before submitting.

Making Contact & Terms Send query letter with stock list and résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 months. Simultaneous submissions and previously published work OK, "but you must identify photos used in other publications." Pays \$100 for cover; \$25-100 for inside. "We pay mileage fees to photographers on assignments. See our photographer's rates and guidelines for specifics." Pays on publication. Credit line given "except in the case of ads, where it may or may not appear." Buys one-time rights.

Tips "We are looking for sharp, colorful images and prefer using digital files or color transparencies over color prints when possible. Nostalgic and historical photos are usually in black and white."

OWL MAGAZINE

10 Lower Spadina Ave., Suite 400, Toronto ON M5V 2Z2 Canada. (416)340-2700. Fax: (416)340-9769. E-mail: apilas@owlkids.com. Web site: www.owlkids.com. **Contact:** Angela Pilas-Magee, photo editor. Circ. 80,000. Estab. 1976. Published 10 times/year. A discovery magazine for children ages 9-13. Sample copy available for \$4.95 and 9×12 SAE with \$1.50 money order for postage. Photo guidelines free with SAE or via e-mail.

Needs Buys 5 photos from freelancers/issue; 40 photos/year. Needs photos of children ages 12-14, extreme weather, wildlife, science, technology, environmental, pop culture, multicultural, events, adventure, hobbies, humor, sports and extreme sports. Interested in documentary, seasonal. Model/property release required. Photo captions required. Will buy story packages.

Specs Uses images in any hard-copy format. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files at 72 dpi. "For publication, we require 300 dpi."

Making Contact & Terms Request photo guidelines package before sending photos for review. "We accept no responsibility for unsolicited material." Keeps samples on file. Responds in 3 months. Previously published work OK. Credit line given. Buys one-time rights.

Tips "Photos should be sharply focused with good lighting, and engaging for kids. We are always on the lookout for humorous, action-packed shots; eye-catching, sports, animals, bloopers, etc. Photos with a 'wow' impact."

\$\$\$ OXYGEN

MuscleMag International Corp. (USA), 5775 McLaughlin Rd., Mississauga ON L5R 3P7 Canada. (905)507-3545. Fax: (905)507-2372. E-mail: editorial@oxygenmag.com. Web site: www.oxygenmag.com. **Contact:** Robert Kennedy, publisher. Circ. 250,000. Estab. 1997. Monthly magazine. Emphasizes exercise and nutrition for women. Readers are women ages 15-40. Sample copy available for \$5.

Needs Buys 720 photos from freelancers/issue. Needs photos of women weight training and exercising aerobically. Model release required. Photo captions preferred; include names of subjects.

Specs Uses 35mm, 2¼×2¼ transparencies. Prints occasionally acceptable.

Making Contact & Terms Send unsolicited photos by mail for consideration. Does not keep samples on file; include SASE for return of material. Responds in 3 weeks. Pays \$200-400/hour; \$800-1,500/day; \$500-1,500/job; \$500-2,000 for color cover; \$35-50 for color or b&w inside. **Pays on acceptance.** Credit line given. Buys all rights.

Tips "We are looking for attractive, fit women working out on step machines, joggers, rowers, treadmills, ellipticals; with free weights; running for fitness; jumping, climbing. Professional pictures only, please. We particularly welcome photos of female celebrities who are into fitness; higher payments are made for these."

\$📷📷📷 PACIFIC YACHTING MAGAZINE

1080 Howe St., Vancouver BC V6Z 2T1 Canada. (604)606-4644. Fax: (604)687-1925. E-mail: editorial@pacificyachting.com. Web site: www.pacificyachting.com. **Contact:** Peter A. Robson, editor. Circ. 20,000. Estab. 1968. Monthly magazine. Emphasizes boating on West Coast. Readers are ages 35-60; boaters, power and sail. Sample copy available for \$6.95 Canadian plus postage.

Needs Buys 75 photos from freelancers/issue; 900 photos/year. Needs photos of landscapes/scenics, adventure, sports. Interested in historical/vintage, seasonal. "All should be boating related." Reviews photos with accompanying manuscript only. "Always looking for covers; must be shot in British Columbia."

Making Contact & Terms Keeps samples on file. Simultaneous submissions and previously published work OK. Pays \$400 Canadian for color cover. Payment negotiable. Credit line given. Buys one-time rights.

\$📷📷 PADDLER MAGAZINE

Paddlesport Publishing, Inc., P.O. Box 775450, Steamboat Springs CO 80477. (970)879-1450. Fax: (970)870-1404. E-mail: jeff@paddlermagazine.com. Web site: www.paddlermagazine.com. **Contact:** Jeff Moag, managing editor. Circ. 65,000. Estab. 1990. Bimonthly magazine. Emphasizes kayaking, rafting, canoeing and sea kayaking. Sample copy available for \$3.50. Photo guidelines free with SASE.

Needs Buys 27-45 photos from freelancers/issue; 162-270 photos/year. Needs photos of scenics and action. Model/property release preferred. Photo captions preferred; include location.

Specs Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi. Digital submissions should be accompanied by a printed proof sheet. Also accepts 35mm transparencies.

Making Contact & Terms Send query letter with stock list. Send unsolicited photos by mail with SASE for consideration. Keeps samples on file. Responds in 2 months. Pays \$250-350 for color cover; \$50 for inset color cover; \$125 for color full page inside. Pays on publication. Credit line given. Buys first North American serial rights; negotiable.

Tips "Send innovative photos of canoeing, kayaking and rafting, and let us keep them on file."

\$📷 PENNSYLVANIA

P.O. Box 755, Camp Hill PA 17011. (717)697-4660. E-mail: PaMag@aol.com. Web site: www.pa-mag.com.

Contact: Matthew K. Holliday, editor. Circ. 30,000. Bimonthly. Emphasizes history, travel and contemporary topics. Readers are 40-70 years old, professional and retired; average income is \$59,000. Sample copy available for \$2.95. Photo guidelines free with SASE or via e-mail.

Needs Uses about 40 photos/issue; most supplied by freelancers. Needs include travel, wildlife and scenic. All photos must be taken in Pennsylvania. Reviews photos with or without accompanying manuscript. Photo captions required.

Making Contact & Terms Send query letter with samples. Send digital submissions of 3.1 MP or higher (OK on CD-ROM with accompanying printout with image file references); 5×7 and larger color prints; 35mm and 2¼×2¼ transparencies (duplicates only, in camera or otherwise, no originals) by mail for consideration; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK with notification. Pays \$100-150 for color cover; \$25 for color inside; \$50-500 for text/photo package. Credit line given. Buys one-time, first rights or other rights as arranged.

Tips Look at several past issues and review guidelines before submitting.

\$\$\$ PENNSYLVANIA ANGLER & BOATER

P.O. Box 67000, Harrisburg PA 17106-7000. (717)705-7844. Fax: (717)705-7831. E-mail: amichaels@state.pa.us. Web site: www.fish.state.pa.us. **Contact:** Art Michaels, editor. Bimonthly. "Pennsylvania Angler & Boater is the

Keystone State's official fishing and boating magazine, published by the Pennsylvania Fish & Boat Commission." Readers are anglers and boaters in Pennsylvania. Sample copy and photo guidelines free for 9×12 SAE and 9 oz. postage, or via Web site.

Needs Buys 4 photos from freelancers/issue; 24 photos/year. Needs "action fishing and boating shots." Model release required. Photo captions required.

Making Contact & Terms "Don't submit without first considering contributor guidelines, available on Web site. Then send query letter with résumé of credits. Send 35mm or larger transparencies by mail for consideration; include SASE for return of material. Send low-res images on CD; we'll later request high-res images of those shots that interest us." Responds in several weeks. Pays \$400 maximum for color cover; \$30 minimum for color inside; \$50-300 for text/photo package. Pays between acceptance and publication. Credit line given.

PENNSYLVANIA GAME NEWS

2001 Elmerton Ave., Harrisburg PA 17110-9797. (717)787-3745. **Contact:** Bob Mitchell, editor. Circ. 120,000. Monthly magazine published by the Pennsylvania Game Commission. Readers are people interested in hunting, wildlife management and conservation in Pennsylvania. Sample copy available for 9×12 SASE. Editorial guidelines free.

Needs Considers photos of "any outdoor subject (Pennsylvania locale), except fishing and boating." Reviews photos with accompanying manuscript only.

Making Contact & Terms Send prints or slides. "No negatives, please." Include SASE for return of material. Will accept electronic images via CD only (no e-mail). Will also view photographer's Web site if available. Responds in 2 months. Pays \$40-300. **Pays on acceptance.**

PENTHOUSE

2 Penn Plaza, Suite 1125, New York NY 10121. (212)702-6000. Fax: (212)702-6262. Web site: www.penthouse.com. Monthly magazine for the sophisticated male. Editorial scope ranges from outspoken contemporary comment to photography essays of beautiful women. Features interviews with personalities, sociological studies, humor, travel, food and wines, and fashion and grooming for men. *Query before submitting.*

PERIOD IDEAS

Aceville Publications Ltd., 25 Phoenix Court, Hawkins Rd., Colchester, Essex CO2 8JY United Kingdom. (44)(1206)505976. Fax: (44)(1206)505985. E-mail: jeannine@aceville.co.uk. Web site: www.periodideas.com.

Contact: Jeannine McAndrew, editorial. Circ. 80,000. Monthly home interest magazine for readers with period properties which they wish to renovate sympathetically.

Needs Needs photos of architecture, interiors/decorating, events. Reviews photos with or without a manuscript.

Specs Uses glossy color prints; 35mm transparencies. Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with prints, transparencies. Does not keep samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$73 for color cover; \$29 for color inside. Pays at the end of the month of publication date. Credit line sometimes given. Buys one-time rights.

Tips "Label each image with what it is, name and contact address/telephone number of photographer."

PERSIMMON HILL MAGAZINE

1700 NE 63rd St., Oklahoma City OK 73111. (405)478-6404. Fax: (405)478-4714. E-mail: editor@nationalcowboymuseum.org. Web site: www.nationalcowboymuseum.org. **Contact:** M.J. Van Deventer, editor. Circ. 15,000. Estab. 1970. Quarterly publication of the National Cowboy and Western Heritage Museum. Emphasizes the West, both historical and contemporary views. Has diverse international audience with an interest in preservation of the West. Sample copy available for \$10.50 and 9×12 SAE with 10 first-class stamps. Photo guidelines free with SASE or on Web site.

- This magazine has received Outstanding Publication honors from the Oklahoma Museums Association, the International Association of Business Communicators, Ad Club and Public Relations Society of America.

Needs Buys 65 photos from freelancers/issue; 260 photos/year. "Photos must pertain to specific articles unless it is a photo essay on the West." Western subjects include celebrities, couples, families, landscapes, wildlife, architecture, interiors/decorating, rural, adventure, entertainment, events, hobbies, travel. Interested in documentary, fine art, historical/vintage, seasonal. Model release required for children's photos. Photo captions required; include location, names of people, action. Proper credit is required if photos are historic.

Specs Accepts images in digital format. Send via CD.

Making Contact & Terms Submit portfolio for review by mail, directly to the editor, or with a personal visit to the editor. Responds in 6 weeks. Pays \$150-500 for color cover; \$100-150 for b&w cover; \$50-150 for color inside; \$25-100 for b&w inside. Credit line given. Buys first North American serial rights.

Tips "Make certain your photographs are high quality and have a story to tell. We are using more contemporary portraits of things that are currently happening in the West and using fewer historical photographs. Work must be high quality, original, innovative. Photographers can best present their work in a portfolio format and should keep in mind that we like to feature photo essays on the West in each issue. Study the magazine to understand its purpose. Show only the work that would be beneficial to us or pertain to the traditional Western subjects we cover."

\$ \$ [] PHOTO TECHNIQUES

Preston Publications, 6600 W. Touhy Ave., Niles IL 60714. (847)647-2900. Fax: (847)647-1155. E-mail: slewis@phototechmag.com. Web site: www.phototechmag.com. **Contact:** Scott Lewis, editor. Circ. 25,000. Estab. 1979. Bimonthly magazine for advanced traditional and digital photographers. Sample copy available for \$5. Photo guidelines free with SAE or available on Web site.

Needs Publishes expert technical articles about photography. Needs photos of rural, landscapes/scenics, "but if extensively photographed by others, ask yourself if your photo is sufficiently different." Also "some urban or portrait if it fits theme of article." Especially needs digital ink system testing and coloring and alternative processes articles. Reviews photos with or without a manuscript. Photo captions required; include technical data.

Specs Uses any and all formats.

Making Contact & Terms "E-mail queries work best." Send article or portfolio for review. Portfolio should include b&w and/or color prints, slides or transparencies. Keeps samples on file; include SASE for return of material. "Prefer that work not have been previously published in any competing photography magazine; small, scholarly, or local publication OK." Pays \$300 for color cover; \$100-150/page. Pays on publication. Credit line given. Buys one-time rights.

Tips "We need people to be familiar with our magazine before submitting/querying; however, we receive surprisingly few portfolios and are interested in seeing more. We are most interested in non-big-name photographers. Include return postage/packaging. Also, we much prefer complete, finished submissions; when people ask, 'Would you be interested in . . .?', often the answer is simply, 'We don't know! Let us see it.' Most of our articles are written by practicing photographers and use their work as illustrations."

PHOTOGRAPHER'S FORUM MAGAZINE

Serbin Communications, Inc., 813 Reddick St., Santa Barbara CA 93103. (805)963-0439 or (800)876-6425. Fax: (805)965-0496. E-mail: julie@serbin.com. Web site: www.serbin.com. **Contact:** Julie Simpson, managing editor. Quarterly magazine for the serious student and emerging professional photographer. Includes feature articles on historic and contemporary photographers, interviews, book reviews, workshop listings, new products. (See separate listings for annual photography contests in the Contests section.)

[] \$ [] PILOT MAGAZINE

Archant Specialist, The Mill, Bearwalden Business Park, Wendens Ambo Saffron Walden, Essex CB11 4GB United Kingdom. (44)(179)954-4200. Fax: (44)(179)954-4201. E-mail: dave.calderwood@pilotweb.co.uk. Web site: www.pilotweb.co.uk. **Contact:** Dave Calderwood, editor-in-chief. Circ. 25,048. Estab. 1968. Monthly consumer magazine. Photo guidelines available.

Needs Needs photos of aviation. Reviews photos with or without a manuscript. Photo captions required.

Specs Uses glossy, color prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip as JPEG files at 300 dpi.

Making Contact & Terms Does not keep samples on file; include SASE for return of material. Previously published work OK. Pays £30 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Read our magazine. Label all photos with name and address. Supply generous captions."

\$ [] [] PLANET: The Welsh Internationalist

P.O. Box 44, Aberystwyth, Ceredigion SY23 3ZZ Wales. (44)(1970)611255. Fax: (44)(1970)611197. E-mail: planet.enquiries@planetmagazine.org.uk. Web site: www.planetmagazine.org.uk. **Contact:** John Barnie, editor. Circ. 1,400. Estab. 1970. Bimonthly cultural magazine devoted to Welsh culture, current affairs, the arts, the environment, but set in broader international context. Audience based mostly in Wales. Sample copy available for \$8 and 25.5 x 17.5 cm SAE with 96p first-class postage.

Needs Wants photos of environmental, performing arts, sports, agriculture, industry, political, science. Interested in fine art, historical/vintage. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required; include subject, copyright holder.

Specs Uses glossy color and/or b&w prints; 4 x 5 transparencies. Accepts images in digital format. Send as JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies. Does not keep samples on file; include SASE for return of material. Responds in 1 month to queries. Simultaneous submissions and

previously published work OK. Pays £30 minimum. Pays on publication. Credit line given. Buys first rights.

Tips "Read the magazine first to get an idea of the kind of areas we cover so incompatible/unsuitable material is not submitted."

\$\$\$ PLAYBOY

680 N. Lake Shore Dr., Suite 1500, Chicago IL 60611. (312)751-8000. Fax: (312)587-9046. Web site: www.playboy.com. **Contact:** Gary Cole, photography director. Circ. 3.15 million, U.S. Edition; 5 million worldwide. Estab. 1954. Monthly magazine. Readers are 75% male, 25% female, ages 18-70; come from all economic, ethnic and regional backgrounds.

- This is a premiere market that demands photographic excellence. *Playboy* does not use freelance photographers per se, but if you send images they like, they may use your work and/or pay a finder's fee.

Needs Uses 50 photos/issue. Needs photos of glamour, fashion, merchandise, travel, food and personalities. Model release required. Models must be 18 years or older.

Specs Uses 35mm, 2¼×2¼, 4×5, 8×10 color transparencies.

Making Contact & Terms Contact through rep. Submit portfolio for review. Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Pays \$300 minimum/job. **Pays on acceptance.** Buys all rights.

Tips "Lighting and attention to detail is most important when photographing women, especially the ability to use strobes indoors. Refer to magazine for style and quality guidelines."

PLAYBOY'S SPECIAL EDITIONS

680 N. Lake Shore Dr., Suite 1500, Chicago IL 60611. (312)373-2273. Fax: (312)751-2818. E-mail: specialitions@playboy.com. Web site: www.playboyse.com. Circ. 300,000. Estab. 1984. Bimonthly magazine and 18 newsstand specials for male sophisticates (24 issues/year). Photo guidelines available on Web site.

Needs Needs photos of beautiful women. Model/property release required. Models must be 18 years or older. Photo captions required.

Specs Uses 35mm color transparencies or high-resolution digital. Accepts images in digital format. Send via e-mail.

Making Contact & Terms Send query letter with samples. Does not keep samples on file; include SASE for return of material. Responds in 2 weeks. **Pays on acceptance.** Credit line given. Buys all rights.

\$\$\$ PLAYERS MAGAZINE

8060 Melrose Ave., Los Angeles CA 90046. (323)653-8060. Fax: (323)655-9452. E-mail: info@psiemail.com.

Contact: Gary Sage, editor. Monthly magazine. Emphasizes black adults. Readers are black men over age 18. Sample copy and photo guidelines free with SASE.

Needs Number of photos/issue varies; all supplied by freelancers. Needs photos of various editorial shots and female pictorials. Reviews photos purchased with accompanying manuscript only. Model release and 2 photo IDs required for pictorial sets. Models must be 18 or older. Property release preferred for pictorial sets. Photo captions required.

Making Contact & Terms Submit portfolio for review. Send 35mm, 2¼×2¼ transparencies or JPEGs/TIFFS on CD-ROM or DVD media. Keeps samples on file. Responds in 2 weeks. Simultaneous submissions and/or previously published work OK. Call for pay rates. Pays on publication. Credit line given. Buys first North American serial and all rights; negotiable.

Tips "We're interested in innovative, creative, cutting-edge work, and we're not afraid to experiment—been doing it for 40 years."

POETS & WRITERS MAGAZINE

72 Spring St., New York NY 10012. (212)226-3586. Fax: (212)226-3963. E-mail: editor@pw.org. Web site: www.pw.org/mag. Circ. 60,000. Estab. 1987. Bimonthly literary trade magazine. "Designed for poets, fiction writers and creative nonfiction writers. We supply our readers with information about the publishing industry, conferences and workshop opportunities, grants and awards available to writers, as well as interviews with contemporary authors."

Needs Needs photos of contemporary writers: poets, fiction writers, writers of creative nonfiction. Photo captions required.

Specs Uses b&w prints. Accepts images in digital format.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Managing editor will contact photographer for portfolio review if interested. Pays on publication. Credit line given.

Tips "We seek black-and-white photographs to accompany articles and profiles. We'd be pleased to have photographers' lists of author photos."

POPULAR PHOTOGRAPHY & IMAGING

Hachette Fillipacchi Media, 1633 Broadway, New York NY 10019. (212)767-6000. E-mail: popeditor@aol.com. Web site: www.popularphotography.com. **Contact:** John Owens, editor-in-chief. Circ. 450,000. Estab. 1937. Monthly magazine. Readers are male and female photographers, amateurs to professionals of all ages. Photo guidelines free with SASE.

Needs "We are primarily interested in articles on new or unusual phases of photography which we have not covered recently or in recent years. We do not want general articles on photography which could just as easily be written by our staff. We reserve the right to rewrite, edit or revise any material we are interested in publishing."

Making Contact & Terms "Queries should be accompanied by a sampling of how-to pictures (particularly when equipment is to be constructed or a process is involved), or by photographs which support the text. Please send duplicates only; do not send negatives or original slides. We are not responsible for the loss of original work. The sender's name and address should be clearly written on the back of each print, on the mount of each slide, watermarked on digitally sent sample images, and on the first and last pages of all written material, including the accompanying letter. Technical data should accompany all pictures, including the camera used, lens, film (or image format if digital), shutter speed, aperture, lighting and any other points of special interest on how the picture was made. Material mailed to us should be carefully wrapped or packaged to avoid damage. All submissions must be accompanied by a stamped, self-addressed return envelope. We assume no responsibility for safe return, but will make every effort to handle and return it with care. The rate of payment depends upon the importance of the feature, quality of the photographs, and our presentation of it. Upon acceptance, fees will be negotiated by the author/photographer and the editors of the magazine. We are unable to accept individual portfolios for review. However, we do welcome samples of your work in the form of promotional mailers, press kits, or tear sheets for our files. These should be sent to the attention of Miriam Leuchter, Managing Editor, at the above address or via e-mail at mleuchter@hfmus.com."

Tips The Annual Reader's Picture Contest gives photographers the opportunity to have their work recognized in the largest photo magazine in the world, as well as on PopPhoto.com. See Web site for submission guidelines, or e-mail acooper@hfmus.com.

\$\$\$ POZ MAGAZINE

Smart + Strong, 500 Fifth Ave., Suite 320, New York NY 10110-0303. (212)242-2163. Fax: (212)675-8505. E-mail: webmaster@poz.com. Web site: www.poz.com. **Contact:** Michael Halliday, art director. Circ. 100,000. Monthly magazine focusing exclusively on HIV/AIDS news, research and treatment.

Needs Buys 10-25 photos from freelancers/issue; 120-300 photos/year. Reviews photos with or without a manuscript. Model release preferred. Photo captions required.

Specs Prefers online portfolios.

Making Contact & Terms Send query letter with nonreturnable samples. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$400-1,000 for color cover; \$100-500 for color inside. Pays on publication. Credit line given.

THE PRAIRIE JOURNAL, A Magazine of Canadian Literature

P.O. Box 61203, Brentwood PO, Calgary AB T2L 2K6 Canada. E-mail: prairiejournal@yahoo.com. Web site: www.geocities.com/prairiejournal. Circ. 600. Estab. 1983. Literary magazine published twice/year. Features mainly poetry and artwork. Sample copy available for \$6 and 7 × 8 1/2 SAE. Photo guidelines available for SAE and IRC.

Needs Buys 4 photos/year. Needs literary only, artistic.

Specs Uses b&w prints. Accepts images in digital format. Send via e-mail "if your query is successful."

Making Contact & Terms Send query letter with photocopies only (no originals) by mail. Provide self-promotion piece to be kept on file. Responds in 6 months, only if interested; send nonreturnable samples. Pays \$10-50 for b&w cover or inside. Pays on publication. Credit line given. Buys first rights.

Tips "Black & white literary, artistic work preferred; not commercial. We especially like newcomers. Read our publication or check out our Web site. You need to own copyright for your work and have permission to reproduce it. We are open to subjects that would be suitable for a literary arts magazine containing poetry, fiction, reviews, interviews. We do not commission but choose from your samples."

PRIMAVERA

Box 37-7547, Chicago IL 60637. **Contact:** Ruth Young, co-editor. Annual literary/visual arts magazine. "We publish original fiction, poetry, drawings, paintings and photographs that deal with women's experiences." Sample copy available for \$5. Photo guidelines free with SASE.

Needs Buys 2-12 photos from freelancers/issue. Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, gardening, interiors/decorating, rural.

Specs Uses b&w prints.

Making Contact & Terms Send unsolicited photos or photocopies by mail for consideration; include SASE for return of material. Responds in 1 month. Payment is 2 contributor's copies (issue in which photography appears). Pays on publication. Credit line given. Buys one-time rights.

PRINCETON ALUMNI WEEKLY

194 Nassau St., Princeton NJ 08542. (609)258-4722. Web site: www.princeton.edu/paw. **Contact:** Marianne Nelson, art director. Circ. 60,000. Magazine published 15 times/year. Emphasizes Princeton University and higher education. Readers are alumni, faculty, students, staff and friends of Princeton University. Sample copy available for \$2 with 9×12 SAE and 2 first-class stamps.

Needs Assigns local and out-of-state photographers as well as purchases stock. Needs photos of "people, campus scenes; subjects vary greatly with content of each issue."

Making Contact & Terms Arrange a personal interview to show portfolio. Provide sample card to be kept on file for possible future assignments. Payment varies according to usage, size, etc. Pays on publication. Buys one-time rights.

\$ [camera icon] [film strip icon] THE PROGRESSIVE

409 E. Main St., Madison WI 53703. (608)257-4626. E-mail: photos@progressive.org. Web site: www.progressive.org. **Contact:** Nick Jehlen, art director. Circ. 68,000. Estab. 1909. Monthly political magazine. "Grassroots publication from a left perspective, interested in foreign and domestic issues of peace and social justice." Photo guidelines free and on Web site.

Needs Buys 5-10 photos from freelancers/issue; 50-100 photos/year. Looking for images documenting the human condition and the social/political environments of contemporary society. Special photo needs include "labor activities, environmental issues and political movements." Photo captions required; include name, place, date, credit information.

Specs Accepts low-resolution JPEGs via e-mail.

Making Contact & Terms Send query letter with photocopies; include SASE. Provide stock list to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Responds once every month. Simultaneous submissions and previously published work OK. Pays \$50-150 for b&w inside. Pays on publication. Credit line given. Buys one-time rights. All material returned with SASE.

Tips "Most of the photos we publish are of political actions. Interesting and well-composed photos of creative actions are the most likely to be published. We also use 2-3 short photo essays on political or social subjects per year." For detailed photo information, see Web site at www.art.progressive.org.

\$ [camera icon] [film strip icon] RACQUETBALL MAGAZINE

1685 W. Uintah, Colorado Springs CO 80904-2906. (719)635-5396. Fax: (719)635-0685. E-mail: jhiser@usra.org. Web site: www.usaracquetball.com. **Contact:** Jim Hiser, executive director. Circ. 30,000. Estab. 1990. Bimonthly magazine of USA Racquetball. Emphasizes racquetball. Sample copy available for \$4.50. Photo guidelines available.

Needs Buys 6-12 photos from freelancers/issue; 36-72 photos/year. Needs photos of action racquetball. Model/property release preferred. Photo captions required.

Specs Accepts images in digital format. Send via CD as EPS files at 900 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Previously published work OK. Pays \$200 for color cover; \$3-5 for b&w inside; \$25-75 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

\$ [camera icon] [film strip icon] RAILMODEL JOURNAL

2403 Champa St., Denver CO 80205. (303)296-1600. Web site: www.railmodeljournal.com. **Contact:** Robert Schleicher, editor. Circ. 15,000. Estab. 1989. Monthly magazine for experienced model railroaders who wish to recreate specific locomotives, cars, structures and complete scenes. Sample copy available for \$5.50.

Needs Buys 50 photos from freelancers/issue; 600 photos/year. Needs how-to photos. Interested in documentary, historical/vintage. Reviews photos with accompanying manuscript only. Model release required. Photo captions required.

Specs Uses 5×7 prints; 35mm transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with prints, transparencies, contact sheets. Does not keep samples on file; include SASE for return of material. Responds in 2 months to queries. Pays \$100 minimum for cover;

\$15 minimum for b&w inside; \$80 minimum for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Depth of field is critical. Models must look real. Need step-by-step how-to sequences. ID each image."

\$\$\$ RANGER RICK

11100 Wildlife Center Dr., Reston VA 20190-5362. (703)438-6525. Fax: (703)438-6094. E-mail: mcelhinney@nwf.org. Web site: www.nwf.org/rangerrick. **Contact:** Susan McElhinney, photo editor. Circ. 500,000. Estab. 1967. Monthly educational magazine published by the National Wildlife Federation for children ages 8-12. Photo guidelines free with SASE.

Needs Needs photos of children, multicultural, environmental, wildlife, adventure, science.

Specs Uses transparencies or digital capture; dups or lightboxes OK for first edit.

Making Contact & Terms Send nonreturnable printed samples or Web site address. *Ranger Rick* space rates: \$300 (quarter page) to \$1,000 (cover).

Tips "Seeking experienced photographers with substantial publishing history only."

REFORM JUDAISM

633 Third Ave., 7th Floor, New York NY 10017-6778. (212)650-4240. E-mail: rjmagazine@urj.org. Web site: www.reformjudaismmag.org. **Contact:** Joy Weinberg, managing editor. Circ. 305,000. Estab. 1972. Quarterly publication of the Union for Reform Judaism. Offers insightful, incisive coverage of the challenges faced by contemporary Jews. Readers are members of Reform congregations in North America. Sample copy available for \$3.50. Photo guidelines available via e-mail or on Web site.

Needs Buys 3 photos from freelancers/issue; 12 photos/year. Needs photos relating to Jewish life or Jewish issues, Israel, politics. Model release required. Photo captions required.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Include self-addressed, stamped postcard for response. Pays on publication. Credit line given. Buys one-time rights, first North American serial rights.

Tips Wants to see "excellent photography: artistic, creative, evocative pictures that involve the reader."

\$\$\$ REMINISCE

Reiman Media Group, Inc., 5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: photocordinator@reimanpub.com. Web site: www.reminisce.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1990. Bimonthly magazine. "The magazine that brings back the good times." Readers are males and females interested in nostalgia, ages 55 and over. "Reminisce is supported entirely by subscriptions and accepts no outside advertising." Sample copy available for \$2. Photo guidelines free with SASE.

• *Reminisce EXTRA* is published in the months between regular issues. Content and guidelines are the same.

Needs Buys 17 photos from freelancers/issue; 200 photos/year. Needs good-quality b&w and color vintage photography; has occasional use for high-quality color shots of memorabilia. Photo captions preferred; include season, location.

Specs Accepts images in digital format. Send via lightboxes, CD/DVD with printed thumbnails and caption sheet, or e-mail if first review selection is small (12 images or less). Will preview sharp photocopies to judge possible use; or color transparencies/b&w prints.

Making Contact & Terms Send query letter with list of stock photo subjects. Send unsolicited photos by mail for consideration. Submit seasonally. Keeps samples on file (tearsheets, no dups); include SASE for return of material. Responds in 3 months. Previously published work OK. Buys stock only. Pays \$150-300 for cover; \$50-150 for inside. Pays on publication. Credit line given. Buys one-time rights, occasionally needs electronic rights.

Tips "We are continually in need of authentic color taken in the 1940s, 1950s and 1960s, and black & white stock photos. Technical quality is extremely important; focus must be sharp (no soft focus); we can work with shifted color on vintage photos. Study our magazine thoroughly—we have a continuing need for vintage color and black & white images, and those who can supply what we need can expect to be regular contributors."

REVOLUTIONARY WAR TRACKS

2660 Petersborough St., Herndon VA 20171. E-mail: tiedbylove@yahoo.com. Estab. 2005. Quarterly magazine. Photo guidelines available by e-mail request.

Needs Buys 12-24 photos/year. Needs photos of babies/children/teens, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, religious, rural, adventure, events, food/drink, sports, travel, agriculture, medicine, military, political, product shots/still life, science, technology—as related to Revolutionary War history. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. "If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs is acceptable." Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. "A photograph or two sent with CD is requested but not required." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

RHODE ISLAND MONTHLY

Rhode Island Monthly Communications, Inc., 280 Kinsley Ave., Providence RI 02903-1017. (401)277-8174. Fax: (401)277-8080. Web site: www.rimonthly.com. **Contact:** Ellen Dessloch, art director. Circ. 40,000. Estab. 1988. Monthly regional publication for and about Rhode Island.

Needs Buys 15 photos from freelancers/issue; 200 photos/year. "Almost all photos have a local slant: portraits, photo essays, food, lifestyle, home, issues."

Specs Uses glossy b&w prints; 35 mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with tearsheets, transparencies. Portfolio may be dropped off. Provide self-promotion piece to be kept on file for possible future assignments. Will return anything with SASE. Responds in 2 weeks. Pays "about a month after invoice is submitted." Credit line given. Buys one-time rights.

Tips "Freelancers should be familiar with *Rhode Island Monthly* and should be able to demonstrate their proficiency in the medium before any work is assigned."

THE ROANOKE

P.O. Box 21535, Roanoke VA 24018. (540)989-6138. Fax: (540)989-7603. E-mail: photos@leisurepublishing.com. Web site: www.theroanoke.com. **Contact:** Jeffrey K. Wood, associate editor. Circ. 14,000. Estab. 1974. Bimonthly. Emphasizes Roanoke region and western Virginia. Readers are upper-income, educated people interested in their community. Sample copy available for \$3.

Needs Buys 30 photos from freelancers/issue; 180 photos/year. Needs photos of couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, interiors/decorating, entertainment, events, food/drink, health/fitness/beauty, performing arts, sports, travel, business concepts, medicine, technology/computers, seasonal. Needs "travel and scenic photos in western Virginia; color photo essays on life in western Virginia." Model/property release preferred. Photo captions required.

Making Contact & Terms Send any size glossy color prints and transparencies (preferred) by mail with SASE for consideration. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, GIF, JPEG files at 300 dpi, minimum print size 4 x 6 with cutlines and thumbnails. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$100-150 for color cover; \$15-25 for b&w inside; \$25-100 for color inside; \$100/day. Pays on publication. Credit line given. Rights purchased vary; negotiable.

ROCKFORD REVIEW

P.O. Box 858, Rockford IL 61105. Web site: <http://writersguild1.tripod.com>. **Contact:** David Ross, editor. Circ. 750. Estab. 1982. Association publication of Rockford Writers' Guild. Published twice/year (summer and winter). Emphasizes poetry and prose of all types. Readers are of all stages and ages who share an interest in quality writing and art. Sample copy available for \$9.

- This publication is literary in nature and publishes very few photographs. However, the photos on the cover tend to be experimental (e.g., solarized images, photograms, etc.).

Needs Uses 1-5 photos/issue; all supplied by freelancers. Needs photos of scenics and personalities. Model/property release preferred. Photo captions preferred; include when and where, and biography.

Specs Uses 8 x 10 or 5 x 7 glossy b&w prints.

Making Contact & Terms Send unsolicited photos by mail for consideration. Does not keep samples on file; include SASE for return of material. Responds in 6 weeks. Simultaneous submissions OK. Payment is one copy of magazine, but work is eligible for *Review's* \$25 Editor's Choice prize. Pays on publication. Credit line given. Buys first North American serial rights.

Tips "Experimental work with a literary magazine in mind will be carefully considered. Avoid the 'news' approach."

ROLLING STONE

1290 Avenue of the Americas, 2nd Floor, New York NY 10104. (212)484-1616. Fax: (212)767-8203. Web site: www.rollingstone.com. **Contact:** Jodi Peckman, director of photography. Circ. 1,254,148. Estab. 1967. Biweekly consumer magazine. Emphasizes film, CD reviews, music groups, celebrities, fashion. Readers are young adults interested in news of popular music, politics and culture.

Needs Needs photos of celebrities, political, entertainment, events. Interested in alternative process, avant garde, documentary, fashion/glamour.

Specs Accepts images in digital format. Send as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Portfolio may be dropped off every Wednesday and picked up on Friday afternoon. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples.

Tips "It's not about a photographer's experience, it's about a photographer's talent and eye. Lots of photographers have years of professional experience but their work isn't for us. Others might not have years of experience, but they have this amazing eye."

THE ROTARIAN

1560 Sherman Ave., Evanston IL 60201. (847)866-3000. Fax: (847)866-9732. E-mail: lawrende@rotaryintl.org. Web site: www.rotary.org. **Contact:** Deborah Lawrence, creative director, or Alyce Henson, photo editor. Circ. 500,000. Estab. 1911. Monthly organization magazine for Rotarian business and professional men and women and their families. "Dedicated to business and professional ethics, community life, and international understanding and goodwill." Sample copy and photo guidelines free with SASE.

Needs Buys 5 photos from freelancers/issue; 60 photos/year. "Our greatest needs are for assigned location photography that is specific to Rotary, i.e. humanitarian projects, fundraisers, conventions. Photo captions essential."

Specs Uses 35mm, 2/4×2 1/4, 4×5 transparencies. Prefers digital images at 300 dpi, 24MB files.

Making Contact & Terms Send query e-mail, fee schedule and link to online portfolio. Creative director will contact photographer for portfolio review if interested. Keeps e-mail, promotion samples on file. Do not send unsolicited originals. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Payment negotiable. **Pays on acceptance.** Credit line given. Buys one-time rights; occasionally all rights; negotiable.

Tips "We prefer high-resolution digital images in most cases. The key words for the freelance photographer to keep in mind are *internationality* and *variety*. Study the magazine. Read the kinds of articles we publish. Think how your photographs could illustrate such articles in a dramatic, storytelling way."

RUGBY MAGAZINE

459 Columbus Ave., Suite 1200, New York NY 10024. (212)787-1160. Fax: (212)787-1161. E-mail: rugbymag@aol.com. Web site: www.rugbymag.com. **Contact:** Ed Hagerty, editor/publisher. Circ. 10,000. Estab. 1975. Monthly magazine emphasizing rugby matches. Readers are male and female, wealthy, well-educated, ages 16-60. Sample copy available for \$4 with \$1.25 postage.

Needs Uses 20 photos/issue; most supplied by freelancers. Needs rugby action shots. Reviews photos with accompanying manuscript only.

Specs Uses color or b&w prints. Accepts images in digital format. Send as high-res JPEG or TIFF files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Simultaneous submissions and previously published work OK. "We only pay when we assign a photographer. Rates are very low, but our magazine is a good place to get some exposure." Pays on publication. Credit line given. Buys one-time rights.

RURAL HERITAGE

281 Dean Ridge Lane, Gainesboro TN 38562-5039. (931)268-0655. E-mail: editor@ruralheritage.com. Web site: www.ruralheritage.com. **Contact:** Gail Damerow, editor. Circ. 8,000. Estab. 1976. Bimonthly journal in support of modern-day farming and logging with draft animals (horses, mules, oxen). Sample copy available for \$8 (\$10 outside the U.S.). Photo guidelines available on Web site or via e-mail.

Needs "Quality photographs of draft animals working in harness."

Specs "For interior pages we use glossy color prints, high-quality slides, or high-resolution images (300 dpi or greater) shot with a quality digital camera. For covers we use 5×7 glossy color prints, large-format transparencies, or high-resolution images shot with a quality digital camera. Digital images must be original (not resized, cropped, etc.) files from a digital camera; scans unacceptable."

Making Contact & Terms Send query letter with samples. "Please include SASE for the return of your material, and put your name and address on the back of each piece." Pays \$100 for color cover; \$10-25 for b&w inside. Also provides 2 copies of issue in which work appears. Pays on publication.

Tips "Animals usually look better from the side than from the front. We like to see all the animal's body parts, including hooves, ears and tail. For animals in harness, we want to see the entire implement or vehicle. We prefer action shots (plowing, harvesting hay, etc.). Watch out for shadows across animals and people. Please

include the name of any human handlers involved, the farm, the town (or county), state, and the animals' names (if possible) and breeds. You'll find current guidelines in the 'Business Office' of our Web site."

\$ RUSSIAN LIFE MAGAZINE

P.O. Box 567, Montpelier VT 05601. (802)223-4955. E-mail: editors@russianlife.net. Web site: www.russianlife.net. **Contact:** Paul Richardson, publisher. Estab. 1956. Bimonthly magazine.

Needs Uses 25-35 photos/issue. Offers 10-15 freelance assignments/year. Needs photojournalism related to Russian culture, art and history. Model/property release preferred.

Making Contact & Terms Works with local freelancers only. Send query letter with samples. Send 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies; 35mm film; digital format. Include SASE "or material will not be returned." Responds in 1 month. Pays \$20-50 (color photo with accompanying story), depending on placement in magazine. Pays on publication. Credit line given. Buys one-time and electronic rights.

\$ \$ SAIL MAGAZINE

98 N. Washington St., 2nd Floor, Boston MA 02114. (617)720-8600. Fax: (617)723-0912. E-mail: kate.berry@pri-media.com. Web site: www.sailmagazine.com. **Contact:** Kate Berry, photo editor. Circ. 200,000. Estab. 1970. Monthly magazine. Emphasizes all aspects of sailing. Readers are managers and professionals, average age 44. Photo guidelines free with SASE and on Web site.

Needs Buys 20 photos from freelancers/issue; 240 photos/year. "We are particularly interested in photos for our 'Pure Sail' section. Photos for this section should be original 35mm transparencies only and should humorously depict some aspect of sailing." Vertical cover shots also needed. Photo captions required.

Specs Accepts images in digital format. Send via CD, Zip as TIFF files at 300 dpi. Also accepts all forms of transparencies and prints with negatives.

Making Contact & Terms Send unsolicited 35mm and 2 1/4 x 2 1/4 transparencies by mail with SASE for consideration. Pays \$1,000 for color cover; \$50-800 for color inside; also negotiates prices on a per day, per hour and per job basis. Pays on publication. Credit line given. Buys one-time North American rights.

\$ \$ SAILING: The Beauty of Sail

P.O. Box 249, Port Washington WI 53074. (262)284-3494. Fax: (262)284-7764. E-mail: editorial@sailingmagazine.net. Web site: www.sailingmagazine.net. **Contact:** Greta Schanen, managing editor. Circ. 50,000. Monthly magazine. Emphasizes sailing. Readers are experienced sailors who race, cruise and daysail on all types of boats: dinghies, large and small mono and multihulls. Sample copy available for 11 x 15 SAE and 9 first-class stamps. Photo guidelines free with SASE.

Needs "We are a large-format journal, with a strong emphasis on top-notch photography backed by creative, insightful writing. Need photos of sailing, both long shots and on-deck. We encourage creativity; send me a sailing photograph I have not seen before." Photo captions required; include boat and people IDs, location, conditions, etc.

Specs Uses 35mm and larger transparencies. Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi. Include printed thumbnails with CD.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Portfolios may be dropped off by appointment. Send submissions by mail; e-mail samples or portfolios will not be considered. Responds in 1 month. "Tell us of simultaneous submissions; previously published work OK if not with other sailing publications who compete with us." Pays \$250-500 for color cover; \$50-400 for color inside. Pays 30 days after publication.

\$ \$ SAILING WORLD

World Publications, LLC, 55 Hammarlund Way, Middletown RI 02842. (401)845-5147. Fax: (401)845-5180. Web site: www.sailingworld.com. **Contact:** Dave Reed, editor. Associate Art Director: Shannon Cain. Circ. 65,000. Estab. 1962. Monthly magazine. Emphasizes performance sailing and racing for upper-income sailors. Readers are males ages 35-45, females ages 25-35 who are interested in sailing. Sample copy available for \$7. Photo guidelines available on Web site.

Needs Freelance photography in a given issue: 20% assignment and 80% freelance stock. Covers most sailing races. Needs photos of adventure, health/fitness, humor, sports. "We will send an updated e-mail listing our photo needs on request."

Specs Uses 35mm for covers; vertical and square (slightly horizontal) formats; digital 300-dpi 5 x 7 JPEGs.

Making Contact & Terms Responds in 1 month. Pays \$650 for cover; \$75-400 for inside. Pays on publication. Credit line given. Buys first North American serial rights.

Tips "We look for photos that are unusual in composition, lighting and/or color that feature performance sailing at its most exciting. We would like to emphasize speed, skill, fun and action. Photos must be of high quality. We prefer Fuji Velvia film. We have a format that allows us to feature work of exceptional quality. A knowledge

of sailing and experience with on-the-water photography is a requirement. Please call with specific questions or interests. We cover current events and generally only use photos taken in the past 30-60 days."

\$\$\$ **SALT WATER SPORTSMAN**

2 Park Ave., New York NY 10016. (212)779-5179. Fax: (212)779-5999. E-mail: editor@saltwatersportsman.com. Web site: www.saltwatersportsman.com. **Contact:** David Dibenedetto, editor. Circ. 175,000. Estab. 1939. Monthly magazine. Emphasizes all phases of saltwater sport fishing for the avid beginner-to-professional saltwater angler. "Number-one monthly marine sport fishing magazine in the U.S." Sample copy free with 9 x 12 SAE and 7 first-class stamps. Photo guidelines free.

Needs Buys photos (including covers) without a manuscript; 20-30 photos/issue with a manuscript. Needs saltwater fishing photos. "Think fishing action, scenery, mood, storytelling close-ups of anglers in action. Make it come alive—and don't bother us with the obviously posed 'dead fish and stupid fisherman' back at the dock." Wants, on a regular basis, cover shots (clean verticals depicting saltwater fishing action). For accompanying manuscript, needs fact/feature articles dealing with marine sport fishing in the U.S., Canada, Caribbean, Central and South America. Emphasis on how-to.

Specs Uses 35mm or 2 1/4 x 2 1/4 transparencies; vertical format preferred for covers. Accepts images in digital format. Send via CD, Zip; format as 8-bit, unconverted, 300 dpi, RGB TIFF. A confirming laser or proof of each image must accompany the media. A printed disk directory with each new name written next to each original name must be provided.

Making Contact & Terms Send material by mail for consideration, or query with samples. Provide résumé or tearsheets to be kept on file for possible future assignments. Holds slides for 1 year and will pay as used; include SASE for return of material. Responds in 1 month. Pays \$2,500 maximum for cover; \$100-500 for color inside; \$500 minimum for text-photo package. **Pays on acceptance.**

Tips "Prefer to see a selection of fishing action and mood; must be sport fishing-oriented. Read the magazine! No horizontal cover slides with suggestions it can be cropped, etc. Don't send Ektachrome. We're using more 'outside' photography—that is, photos not submitted with manuscript package. Take lots of verticals and experiment with lighting."

\$\$\$ **SANDLAPPER MAGAZINE**

P.O. Box 1108, Lexington SC 29071. Fax: (803)359-0629. E-mail: aida@sandlapper.org. Web site: www.sandlapper.org. **Contact:** Aida Rogers, editor. Estab. 1989. Quarterly magazine. Emphasizes South Carolina topics *only*.

Needs Uses about 10 photographers/issue. Needs photos of anything related to South Carolina in any style, "as long as they're not in bad taste." Model release preferred. Photo captions required; include places and people.

Specs Uses 8 x 10 color and b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG files at 300 dpi. "Do not format exclusively for PC. RGB preferred. Submit low-resolution and high-resolution files, and label them as such. Please call or e-mail Elaine Gillespie with any questions" about digital submissions: (803)779-2126; elaine@thegillespieagency.com.

Making Contact & Terms Send query letter with samples. Keeps samples on file; include SASE for return of material. Responds in 1 month. Pays \$100 for color cover; \$50-100 for color inside. Pays 1 month *after* publication. Credit line given. Buys first rights plus right to reprint.

Tips "Looking for any South Carolina topic—scenics, people, action, mood, etc."

\$\$\$ **SANTA BARBARA MAGAZINE**

25 E. De La Guerra St, Santa Barbara CA 93101. (805)965-5999. Fax: (805)965-7627. E-mail: editorial@sbmag.com. Web site: www.sbmag.com. **Contact:** Jennifer Smith Hale, publisher. Art Director: Alisa Baur. Editor: Gina Tolleson. Circ. 40,000. Estab. 1975. Bimonthly magazine. Emphasizes Santa Barbara community and culture. Sample copy available for \$4.95 with 9 x 12 SASE.

Needs Buys 64-80 photos from freelancers/issue; 384-480 photos/year. Needs portrait, environmental, architectural, travel, celebrity, etc. Reviews photos with accompanying manuscript only. Model release required. Photo captions preferred.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments; "portfolio drop-off 24 hours." Cannot return unsolicited material. Pays \$75-250 for b&w or color. Pays on publication. Credit line given. Buys first North American serial rights.

Tips Prefers to see strong personal style and excellent technical ability. "Work needs to be oriented to our market. Know our magazine and its orientation before contacting me."

\$\$\$ **SCHOLASTIC MAGAZINES**

568 Broadway, New York NY 10012. (212)343-7147. Fax: (212)343-7799. E-mail: sdiamond@scholastic.com. Web site: www.scholastic.com. **Contact:** Steven Diamond, executive director of photography. Estab. 1920.

Publication of magazines varies from weekly to monthly. "We publish 27 titles on topics from current events, science, math, fine art, literature and social studies. Interested in featuring high-quality, well-composed images of students of all ages and all ethnic backgrounds."

Needs Needs photos of various subjects depending upon educational topics planned for academic year. Model release required. Photo captions required. "Images must be interesting, bright and lively!"

Specs Accepts images in digital format. Send via CD, e-mail.

Making Contact & Terms Send query letter with résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Material cannot be returned. Previously published work OK. Pays on publication.

Tips Especially interested in good photography of all ages of student population.

\$\$\$ SCIENTIFIC AMERICAN

415 Madison Ave., New York NY 10017. (212)451-8891. Fax: (212)755-1976. E-mail: eharrison@sciam.com. Web site: www.sciam.com. **Contact:** Emily Harrison, photography editor. Circ. 900,000. Estab. 1854. Emphasizes science technology and people involved in science. Readers are mostly male, ages 15-55.

Needs Buys 100 photos from freelancers/issue. Needs photos of science and technology, personalities, photo-journalism and how-to shots; especially "amazing science photos." Model release required; property release preferred. Photo captions required.

Making Contact & Terms Arrange a personal interview to show portfolio. "Do not send unsolicited photos." Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return material. Responds in 1 month. Pays \$600/day; \$1,000 for color cover. Pays on publication. Credit line given. Buys one-time rights and world rights.

Tips Wants to see strong natural and artificial lighting, location portraits and location shooting. "Send business cards and promotional pieces frequently when dealing with magazine editors. Find a niche."

\$☐ SEA, America's Western Boating Magazine

17782 Cowan, Suite A, Irvine CA 92614. (949)660-6150. Fax: (949)660-6172. E-mail: editorial@goboating.com. Web site: www.goboating.com. **Contact:** Holly Simpson, managing editor. Associate Editor and Publisher: Jeff Fleming. Circ. 50,000. Monthly magazine. Emphasizes "recreational boating in 13 Western states (including some coverage of Mexico and British Columbia) for owners of recreational power boats." Sample copy and photo guidelines free with 10 × 13 SAE.

Needs Uses about 50-75 photos/issue; most supplied by freelancers; 10% assignment; 75% requested from freelancers, existing photo files, or submitted unsolicited. Needs "people enjoying boating activity (families, parents, senior citizens) and scenic shots (travel, regional); shots that include parts or all of a boat are preferred." Photos should have West Coast angle. Model release required. Photo captions required.

Specs Accepts images in digital format. Send via CD, SyQuest, Zip, e-mail as TIFF, EPS, JPEG files at 266 dpi. Call managing editor for FTP instructions.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 1 month. Pay rate varies according to size published (range is \$ 50-200 for color). Pays on publication. Credit line given. Buys one-time North American rights and retains reprint rights via print and electronic media.

Tips "We are looking for sharp color transparencies with good composition showing pleasure boats in action, and people having fun aboard boats in a West Coast location. Digital shots are preferred; they must be at least 5 inches wide and a minimum of 300 dpi. We also use studio shots of marine products and do personality profiles. Send samples of work with a query letter and a résumé or clips of previously published photos. Sea does not pay for shipping; will hold photos up to 6 weeks."

☐IA SEVENTEEN MAGAZINE

Hearst Communications, Inc., 1440 Broadway, 13th Floor, New York NY 10018. (917)934-6500. Web site: www.seventeen.com. *Seventeen* is a young women's fashion and beauty magazine. Tailored to young women in their teens and early 20s, *Seventeen* covers fashion, beauty, health, fitness, food, cars, college, careers, talent, entertainment, fiction, plus crucial personal and global issues. Photos purchased on assignment only. *Query before submitting.*

\$☐ SHARING THE VICTORY

Fellowship of Christian Athletes, 8701 Leeds Rd., Kansas City MO 64129. (816)921-0909. Fax: (816)921-8755. E-mail: stv@fca.org. Web site: www.sharingthevictory.com. **Contact:** Jill Ewert, managing editor. Circ. 80,000. Estab. 1982. Monthly association magazine featuring stories and testimonials of prominent athletes and coaches in sports who proclaim a relationship with Jesus Christ. Sample copy available for \$1 and 9 × 12 SAE. No photo guidelines available.

Needs Needs photos of sports. "We buy photos of persons being featured in our magazine. We don't buy

photos without story being suggested first." Reviews photos with accompanying manuscript only. "All submitted stories must be connected to the FCA Ministry." Model release preferred; property release required. Photo captions preferred.

Specs Uses glossy or matte color prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Contact through e-mail with a list of types of sports photographs in stock. Do not send samples. Simultaneous submissions OK. Pays \$150 maximum for color cover; \$100 maximum for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We would like to increase our supply of photographers who can do contract work."

SHINE BRIGHTLY

P.O. Box 7259, Grand Rapids MI 49510. (616)241-5616. Fax: (616)241-5558. E-mail: christina@gemsgc.org. Web site: www.gemsgc.org. **Contact:** Christina Malone, managing editor. Circ. 15,500. Estab. 1970. Monthly publication of GEMS Girls' Club. Emphasizes "girls ages 9-14 in action. The magazine is a Christian girls' publication geared to the needs and activities of girls in the above age group." Sample copy and photo guidelines available for \$1 with 9×12 SASE. "Also available is a theme update listing all the themes of the magazine for one year."

Needs Uses about 5-6 photos/issue. Needs "photos suitable for illustrating stories and articles: photos of babies/children/teens, multicultural, religious, girls aged 9-14 from multicultural backgrounds, close-up shots with eye contact." Model/property release preferred.

Specs Uses 5×7 glossy color prints. Accepts images in digital format. Send via Zip, CD as TIFF, BMP files at 300 dpi.

Making Contact & Terms Send 5×7 glossy color prints by mail (include SASE), electronic images by CD only (no e-mail) for consideration. Will view photographer's Web site if available. Responds in 2 months. Simultaneous submissions OK. Pays \$50-75 for cover; \$35 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Make the photos simple. We prefer to get a spec sheet or CDs rather than photos, and we'd really like to hold photos sent to us on speculation until publication. We select those we might use and send others back. Freelancers should write for our annual theme update and try to get photos to fit the theme of each issue." Recommends that photographers "be concerned about current trends in fashions, hair styles, and realize that all girls don't belong to 'families.' Please, no slides, no negatives and no e-mail submissions."

\$\$\$ SHOOTING SPORTS USA

NRA, 11250 Waples Mill Rd., Fairfax VA 22030. (703)267-1310. E-mail: shootingsportsusa@nrahq.org. Web site: www.nrapublications.org. **Contact:** Tes Salb, editor. Circ. 25,000. Monthly publication of the National Rifle Association of America. Emphasizes competitive shooting sports (rifle, pistol and shotgun). Readers are mostly NRA-classified competitive shooters, including Olympic-level shooters. Sample copy free with 9×12 SAE and \$1 postage. Editorial guidelines free with SASE.

Needs Buys 15-25 photos from freelancers/issue; 180-300 photos/year. Needs photos of how-to, shooting positions, specific shooters. Quality photos preferred with accompanying manuscript. Model release required. Photo captions preferred.

Specs Uses 8×10 glossy color prints; 35mm and medium-format transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with photo and editorial ideas by mail. Include SASE. Responds in 2 weeks. Previously published work OK when cleared with editor. Pays \$150-400 for color cover; \$50-150 for color inside; \$250-500 for photo/text package; amount varies for photos alone. Pays on publication. Credit line given. Buys first North American serial rights.

Tips Looks for "generic photos of shooters shooting, obeying all safety rules and using proper eye protection and hearing protection. If text concerns certain how-to advice, photos are needed to illuminate this. Always query first. We are in search of quality photos to interest both beginning and experienced shooters."

SHOTS

P.O. Box 27755, Minneapolis MN 55427-0755. E-mail: shotsmag@juno.com. Web site: www.shotsmag.com. **Contact:** Russell Joslin, editor/publisher. Circ. 2,000. Quarterly fine art photography magazine. "We publish black-and-white fine art photography by photographers with an innate passion for personal, creative work." Sample copy available for \$5. Photo guidelines free with SASE or on Web site.

Needs Fine art photography of all types accepted for consideration (but not bought). Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses 8×10 b&w prints. Accepts images in digital format. Send via CD as TIFF files at 300 dpi. "See Web site for further specifications."

Making Contact & Terms Send query letter with prints. There is a **\$12 submission fee for nonsubscribers** (free for subscribers). Include SASE for return of material. Responds in 3 months. Credit line given. Does not buy photographs/rights.

SKIPPING STONES: A Multicultural Children's Magazine

P.O. Box 3939, Eugene OR 97403. (541)342-4956. E-mail: skipping@efn.org. Web site: www.skippingstones.org. **Contact:** Arun N. Toké, managing editor. Circ. 2,000 and electronic readership. Estab. 1988. Nonprofit, noncommercial magazine published 5 times/year. Emphasizes multicultural and ecological issues. Readers are youth ages 8-16, their parents and teachers, schools and libraries. Sample copy available for \$6 (including postage). Photo guidelines free with SASE.

Needs Buys 10-15 photos from freelancers/issue; 50 photos/year. Needs photos of nature (animals, wildlife), children and youth, cultural celebrations, international travel, school/home life in other countries or cultures. Model release preferred. Photo captions preferred; include site, year, names of people in photo.

Specs Uses 4×6, 5×7 glossy color and/or b&w prints. Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail for consideration. Keeps samples on file; include SASE for return of material. Responds in 4 months. Simultaneous submission s OK. Pays in contributor's copies; "we're a labor of love." For photo essays, "we provide 5-10 copies to contributors. Additional copies at a 25% discount." Credit line given. Buys first North American serial rights and nonexclusive reprint rights; negotiable.

Tips "We publish black & white inside; color on cover. Should you send color photos, choose the ones with good contrast that can translate well into black & white photos. We are seeking meaningful, humanistic, and realistic photographs."

SMITHSONIAN

MRC 951, P.O. Box 37012, Washington DC 20012-7012. (202)275-2000. Fax: (202)275-1972. Web site: www.smithsonianmagazine.com. Monthly magazine. *Smithsonian* chronicles the arts, environment, sciences and popular culture of the times for today's well-rounded individuals with diverse, general interests, providing its readers with information and knowledge in an entertaining way. *Does not accept unsolicited photos or portfolios. Call or query before submitting.*

SOUTHCOMM PUBLISHING COMPANY, INC.

2600 Abbey Court, Alpharetta GA 30004. (678)624-1075. Fax: (678)624-1075. E-mail: cwwalker@southcomm.com. Web site: www.southcomm.com. **Contact:** Carolyn Williams-Walker, editorial director. Estab. 1985. "We publish approximately 35 publications throughout the year. They are primarily for chambers of commerce throughout the Southeast (Georgia, Tennessee, South Carolina, North Carolina, Alabama, Virginia, Florida). We are expanding to the Northeast (Pennsylvania) and Texas. Our publications are used for tourism, economic development and marketing purposes. We also are a custom publishing company, offering brochures and other types of printed material."

Needs Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, agriculture, business concepts, industry, medicine, military, political, science/technology/computers, environmental, landscapes/scenics, wildlife, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, performing arts, sports. Interested in lifestyle and seasonal. "We need images that are specific to the communities with which we're working. Generic images of cities, architecture, etc., will be considered as a last resort if we cannot secure images in the community. Images are generally for editorial purposes; however, advertising shots sometimes are required." Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required. Identify people, buildings and as many species as possible."

Specs Prefers images in digital format. Send via CD, saved as TIFF, GIF or JPEG files for Mac at no less than 300 dpi. Uses matte color prints. "We prefer digital photography for all our publications. However, we are finding that the resolution of many digital photos is not high enough for a full-bleed cover shot (8-megapixel cameras are coming close). Therefore, slides will be considered for covers."

Making Contact & Terms Send query letter with résumé and photocopies. Keeps samples on file; provide résumé, business card. Responds only if interested; send nonreturnable samples. Considers previously published work. Pays \$40 minimum; \$60 maximum for color inside. "Payment per photo varies per project. However, rates are mainly toward the minimum end of the range. We pay the same rates for cover images as for interior shots because, at times, images identified for the cover cannot be used as such. They are then used in the interior instead." **Pays on acceptance.** Credit line given. "Photos that are shot on assignment become the property of SouthComm Publishing Company, Inc. They cannot be released to our clients or another third party. We will purchase one-time rights to use images from photographers should the need arise." Will negotiate with a photographer unwilling to sell all rights.

Tips We are looking for photographers who are highly organized and can communicate well with our clients as well as with us. Digital photographers *must* turn in contact sheets of all images shot in the community, clearly identifying the subjects.

\$\$\$ SOUTHERN BOATING

Southern Boating & Yachting, Inc., 330 N. Andrews Ave., Ft. Lauderdale FL 33301. (954)522-5515. Fax: (954) 522-2260. E-mail: bill@southernboating.com. Web site: www.southernboating.com. **Contact:** Bill Lindsey, executive editor. Circ. 40,000. Estab. 1972. Monthly magazine. Emphasizes "powerboating and cruising in the southeastern U.S., Bahamas and the Caribbean." Readers are "concentrated in 30-50 age group, mostly male, affluent, very experienced boat owners." Sample copy available for \$7.

Needs Number of photos/issue varies; all supplied by freelancers. Seeks "boating lifestyle" cover shots. Buys stock only. No "assigned covers." Model release required. Photo captions required.

Specs Accepts high-resolution (300 dpi) images in digital format. Send via CD, floppy disk, e-mail as JPEG, TIFF files at 300 dpi minimum.

Making Contact & Terms Send query letter with list of stock photo subjects, SASE. Response time varies. Simultaneous submissions and previously published work OK. Pays \$500 minimum for color cover; \$50 minimum for color inside; \$500 for photo/text package. Pays within 30 days of publication. Credit line given. Buys one-time print and electronic/Web site rights.

Tips "We want lifestyle shots of saltwater cruising, fishing or just relaxing on the water. Lifestyle shots are actively sought."

\$\$\$ SOUTHWEST AIRLINES SPIRIT

American Airlines Publishing, 4333 Amon Carter Blvd., MD 5374, Ft. Worth TX 76155. (817)967-1803. Fax: (817)931-3015. E-mail: art@spiritmag.com. Web site: www.spiritmag.com. **Contact:** Art Director. Circ. 350,000. Monthly in-flight magazine. "Reader is college-educated business person, median age of 45, median household income of \$82,000. *Spirit* targets the flying affluent. Adventurous perspective on contemporary themes." Sample copy available for \$3. Photo guidelines available.

Needs Buys 5-10 photos from freelancers/issue; 120 photos/year. Needs photos of celebrities, couples, multicultural, environmental, landscapes/scenics, wildlife, architecture, cities/urban, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, business concepts, industry, medicine, political, product shots/still life, science, technology. Interested in alternative process, avant garde, documentary, fashion/glamour. Reviews photos with or without a manuscript. Model/property release required. Photo captions required; include names of people in shot, location, names of buildings in shot.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send via CD as TIFF, EPS files at 300 dpi.

Making Contact & Terms "Queries are accepted by mail only; e-mail and phone calls are strongly discouraged." Send query letter with slides, prints, photocopies, tearsheets, transparencies, SASE. Portfolio may be dropped off Monday through Friday. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays \$1,000-1,500 for cover; \$900-2,500 for inside.

Pays on acceptance. Credit line given. Buys one-time rights.

Tips "Read our magazine. We have high standards set for ourselves and expect our freelancers to have the same or higher standards."

\$\$\$ SPECIALIVING

P.O. Box 1000, Bloomington IL 61702. (309)820-9277. E-mail: gareeb@aol.com. Web site: www.speciaLiving.com. **Contact:** Betty Garee, publisher. Circ. 12,000. Estab. 2001. Quarterly consumer magazine for physically disabled people. Emphasizes travel, home modifications, products, info, inspiration. Sample copy available for \$3.50.

Needs Any events/settings that involve physically disabled people (who use wheelchairs), not developmentally disabled. Reviews photos with or without a manuscript. Model release preferred. Photo captions required.

Specs Uses glossy or matte color and/or b&w prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with prints. Does not keep samples on file; include SASE for return of material. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays \$50 minimum for b&w cover; \$100 maximum for color cover; \$10 minimum for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Need good-quality photos of someone in a wheelchair involved in an activity. Need caption and where I can contact subject to get story if wanted."

📷 📖 SPEEDWAY ILLUSTRATED

Performance Media LLC, 107 Elm St., Salisbury MA 01952. (978)465-9099. Fax: (978)465-9033. E-mail: thanke@speedwayillustrated.com. Web site: www.speedwayillustrated.com. **Contact:** Kimberly McGraw, managing editor. Circ. 125,000. Estab. 2000. Monthly auto racing magazine that specializes in stock cars. Sample copies and photo guidelines available.

Needs Buys 75 photos from freelancers/issue; 1,000 photos/year. Needs photos of automobiles, entertainment, events, humor, sports. Reviews photos with or without a manuscript. Model release required. Photo captions required.

Specs Prefers images in digital format. Send via CD-ROM at high resolution.

Making Contact & Terms Send query letter and CD-ROM with photos and captions. Provide business card to be kept on file for possible future assignments. Responds in 1 week to queries. Pays \$250 minimum for color cover; \$40 for inside. Pays on publication. Credit line given. Buys first rights.

Tips "Send only your best stuff."

📷 📖 SPFX: SPECIAL EFFECTS MAGAZINE

181 Robinson St., Teaneck NJ 07666. (201)833-5153. E-mail: thedeadlyspawn@aol.com. Web site: www.deadlyspawn.net/spfxmagazine.html. **Contact:** Ted A. Bohus, editor. Circ. 6,000-10,000. Estab. 1978. Biannual film magazine emphasizing science fiction, fantasy and horror films of the past, present and future. Includes feature articles, interviews and rare photos. Sample copy available for \$5. Photo guidelines free.

Needs Needs film stills and film personalities. Reviews photos with or without a manuscript. Special photo needs include rare film photos. Model/property release preferred. Photo captions preferred.

Specs Uses any size prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. To show portfolio, photographer should follow up with letter after initial query. Art director will contact photographer for portfolio review if interested. Portfolio should include b&w and/or color, prints, tearsheets, slides, transparencies or thumbnails. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$150-200 for color cover; \$10-50 for b&w and color inside. Pays on publication. Credit line given.

\$\$\$ 📷 📖 SPORT FISHING

World Publications, LLC, 460 N. Orlando Ave., Suite 200, Winter Park FL 32789. (407)628-5662. Fax: (407)628-7061. E-mail: editor@sportfishingmag.com or mike.mazur@wordpub.net. Web site: www.sportfishingmag.com. **Contact:** Mike Mazur, managing editor. Circ. 150,000 (paid). Estab. 1986. Publishes 9 issues/year. Emphasizes saltwater sport fishing. Readers are upscale boat owners and affluent fishermen. Sample copy available for \$2.50, 9 × 12 SAE and 6 first-class stamps. Photo guidelines available on Web site, via e-mail or with SASE.

Needs Buys 50% or more photos from freelancers/issue. Needs photos of saltwater fish and fishing—especially good action shots. "We are working more from stock—good opportunities for extra sales on any given assignment." Model release not generally required; releases needed for subjects (under "unusual" circumstances) in photo.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies. "Fuji Velvia 50 or Fuji Provia 100 preferred." Accepts images in digital format. All guidelines, rates, suggestions available on Web site; click on tiny "editorial" button at bottom of home page.

Making Contact & Terms Send query letter with samples. Send unsolicited photos by mail or low-resolution digitals by e-mail for consideration. Provide business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 weeks. Pays \$1,000 for cover; \$75-400 for inside. Buys one-time rights unless otherwise agreed upon.

Tips "Tack-sharp focus critical; avoid 'kill' shots of big game fish, sharks; avoid bloody fish in/at the boat. The best guideline is the magazine itself. Know your market. Get used to shooting on, in, or under water. Most of our needs are found there. If you have first-rate photos and questions, e-mail us."

📷 📖 SPORTS ILLUSTRATED

AOL/Time Warner, Time Life Building, 135 W. 50th St., New York NY 10020. (212)522-1212. Web site: www.si.com. **Contact:** Photo Editor. *Sports Illustrated* reports and interprets the world of sports, recreation and active leisure. It previews, analyzes and comments on major games and events, as well as those noteworthy for character and spirit alone. In addition, the magazine has articles on such subjects as fashion, physical fitness and conservation. *Query before submitting.*

📷 📖 SPORTSCAR

16842 Von Karman Ave., Suite 125, Irvine CA 92606. (949)417-6700. Fax: (949)417-6750. E-mail: sportscar@rac.com. Web site: www.sportscarmag.com. **Contact:** Richard James, editor. Circ. 50,000. Estab. 1944. Monthly

magazine of the Sports Car Club of America. Emphasizes sports car racing and competition activities. Sample copy available for \$3.95.

Needs Uses 75-100 photos/issue; 75% from assignment and 25% from freelance stock. Needs action photos from competitive events, personality portraits and technical photos.

Making Contact & Terms Send query letter with résumé of credits, or send 5×7 color or b&w glossy/borders prints or 35mm or 2¼×2¼ transparencies by mail with SASE for consideration. Prefers electronic submissions on CD. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions OK. Pays \$250-400 for color cover; \$25-100 for color inside; negotiates all other rates. Pays on publication. Credit line given. Buys first North American serial rights.

Tips To break in with this or any magazine, "always send only your absolute best work; try to accommodate the specific needs of your clients. Have a relevant subject, strong action, crystal-sharp focus, proper contrast and exposure. We need good candid personality photos of key competitors and officials."

SPRINGFIELD! MAGAZINE

P.O. Box 4749, Springfield MO 65808. (417)831-1600. E-mail: production@sgfmag.com. Web site: www.sgfmag.com. **Contact:** David White, art director. Circ. 10,000. Estab. 1979. Monthly consumer magazine. "We concentrate on the glorious past, exciting future and thrilling present of the Queen City of the Ozarks—Springfield, Missouri." Sample copy available for \$5 plus \$4.50 shipping.

Needs Buys 20-25 photos from freelancers/issue; 300 photos/year. Needs photos of babies/children/teens, couples, families, parents, landscapes/scenics, wildlife, education, gardening, humor, travel, computers, medicine, science. Interested in documentary, erotic, fashion/glamour, historical/vintage, seasonal. Other specific photo needs: "We want local personalities in the Queen City of the Ozarks only." Reviews photos with accompanying manuscript only. Model release required. Photo captions required.

Specs Uses 4×6 or 5×7 glossy color prints. Accepts images in digital format. Send via Zip. "No e-mail submissions, please."

Making Contact & Terms Send query letter with résumé, prints, tearsheets. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 3 weeks to queries; 6 weeks to portfolios. Responds only if interested; send nonreturnable samples. Pays \$100 for color cover; \$10 for b&w inside; \$20 for color inside. Pays on publication. Credit line given. Buys first rights.

STICKMAN REVIEW, An Online Literary Journal

2890 N. Fairview Dr., Flagstaff AZ 86004. (928)913-0869. E-mail: art@stickmanreview.com. Web site: www.stickmanreview.com. **Contact:** Anthony Brown, editor. Estab. 2001. Biannual literary magazine publishing fiction, poetry, essays and art for a literary audience. Sample copies available on Web site.

Needs Buys 2 photos from freelancers/issue; 4 photos/year. Interested in alternative process, avant garde, documentary, erotic, fine art. Reviews photos with or without a manuscript.

Specs Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 72 dpi.

Making Contact & Terms Contact through e-mail only. Does not keep samples on file; cannot return material. Responds in 1 month to queries; 2 months to portfolios. Simultaneous submissions OK. Pays \$25-50. **Pays on acceptance.** Credit line given. Buys electronic rights.

Tips "Please check out the magazine on our Web site. We are open to anything, so long as its intent is artistic expression."

SUB-TERRAIN MAGAZINE

P.O. Box 3008, MPO, Vancouver BC V6B 3X5 Canada. (604)876-8710. Fax: (604)879-2667. E-mail: subter@portal.ca. Web site: www.subterrain.ca. **Contact:** Brian Kaufman, managing editor. Estab. 1988. Literary magazine published 3 times/year.

Needs Uses "many" unsolicited photos. Needs "artistic" photos. Photo captions preferred.

Specs Uses color and/or b&w prints.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration. Keeps samples on file "sometimes." Responds in 6 months. Simultaneous submissions OK. Pays \$25-100/photo (solicited material only). Also pays in contributor's copies. Pays on publication. Credit line given. Buys one-time rights.

THE SUN

107 N. Roberson St., Chapel Hill NC 27516. (919)942-5282. Fax: (919)932-3101. E-mail: info@thesunmagazine.org. Web site: www.thesunmagazine.org. **Contact:** Art Director. Circ. 70,000. Estab. 1974. Monthly literary magazine featuring personal essays, interviews, poems, short stories, photos and photo essays. Sample copy available for \$5. Photo guidelines free with SASE or on Web site.

Needs Buys 10-30 photos/issue; 200-300 photos/year. Needs photos of babies/children/teens, couples, multi-

cultural, families, parents, senior citizens, environmental, landscapes/scenics, cities/urban, education, religious, rural, travel, agriculture, political. Interested in alternative process, documentary, fine art. Model/property release strongly preferred.

Specs Uses 4 × 5 to 11 × 17 glossy or matte b&w prints. Slides are not accepted, and color photos are discouraged. "We cannot review images via e-mail or Web site. If you are submitting digital images, please send high-quality digital prints first. If we accept your images for publication, we will request the image files on CD or DVD media (Mac or PC) in uncompressed TIFF grayscale format at 300 dpi or greater."

Making Contact & Terms Send query letter with prints. Portfolio may be dropped off Monday-Friday. Does not keep samples on file; include SASE for return of material. Responds in 3 months. Simultaneous submissions and previously published work OK. "Submit no more than 30 of your best black & white prints. Please do not e-mail images." Pays \$400 for b&w cover; \$100-200 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We're looking for artful and sensitive photographs that aren't overly sentimental. We use many photographs of people—though generally not portrait style. We're open to unusual work. Read the magazine to get a sense of what we're about. Send the best possible prints of your work. Our submission rate is extremely high; please be patient after sending us your work. Send return postage and secure return packaging."

SURFACE MAGAZINE: American Avant Garde

55 Washington St., Suite 419, Brooklyn NY 11201. (718)488-0650. Fax: (718)488-0651. E-mail: avantguardian@surfacemag.com. Web site: www.surfacemag.com. Circ. 112,000. Estab. 1994. Consumer magazine published 6 times/year.

Needs Buys 200 photos from freelancers/issue; 1,600 photos/year. Needs photos of environmental, landscapes/scenics, architecture, cities/urban, interiors/decorating, performing arts, travel, product shots/still life, technology. Interested in avant garde, fashion, portraits, fine art, seasonal.

Specs Uses 11 × 17 glossy matte prints; 35mm, 2 1/4 × 2 1/4, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Contact through rep or send query letter with prints, photocopies, tearsheets. Provide self-promotion piece to be kept on file for possible future assignments. "Portfolios are reviewed on Friday each week. Submitted portfolios must be clearly labelled and include a shipping account number or postage for return. Please call for more details." Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Credit line given.

SURFING MAGAZINE

P.O. Box 73250, San Clemente CA 92673. (949)492-7873. Fax: (949)498-6485. E-mail: steve.sherman@primedia.com. Web site: www.surfingthemag.com. **Contact:** Steve Sherman, photo editor. Circ. 180,000. Monthly magazine. Emphasizes "surfing action and related aspects of beach lifestyle. Travel to new surfing areas covered as well. Average age of readers is 17 with 95% being male. Nearly all drawn to publication due to high-quality, action-packed photographs." Sample copy available for legal-size SAE and 9 first-class stamps. Photo guidelines free with SASE or via e-mail.

Needs Buys an average of 10 photos from freelancers/issue. Needs "in-tight, front-lit surfing action photos, as well as travel-related scenics. Beach lifestyle photos always in demand."

Specs Uses 35mm transparencies. Accepts digital images via CD; contact for digital requirements before submitting digital images.

Making Contact & Terms Send samples by mail for consideration; include SASE for return of material. Responds in 1 month. Pays \$750-1,000 for color cover; \$25-330 for color inside; \$600 for color poster photo. Pays on publication. Credit line given. Buys one-time rights.

Tips Prefers to see "well-exposed, sharp images showing both the ability to capture peak action, as well as beach scenes depicting the surfing lifestyle. Color, lighting, composition and proper film usage are important. Ask for our photo guidelines prior to making any film/camera/lens choices."

TASTE FOR LIFE

86 Elm St., Peterborough NH 03458-1009. (603)924-7271. Fax: (603)924-7344. E-mail: tmackay@tasteforlife.com. Web site: www.tasteforlife.com. **Contact:** Tim MacKay, art director. Circ. 250,000. Estab. 1998. Monthly consumer magazine. "Taste for Life is a national publication catering to the natural product and health food industry and its consumers. Our mission is to provide authoritative information on nutrition, fitness and choices for healthy living." Sample copies available.

Needs Buys 2-5 photos from freelancers/issue; 24-60 photos/year. Needs photos of gardening, food/drink, health/fitness. Specific photo needs include herbs, medicinal plants, organic farming, aromatherapy, alternative healthcare. Reviews photos with accompanying manuscript only. Model and property release required. Photo captions required; include plant species, in the case of herbs.

Specs Prefers images in digital format. Send via CD, DVD as TIFF, EPS files at 300 dpi minimum.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested. Include SASE if samples need to be returned. Simultaneous submissions and previously published work OK. Pays \$400-600 for color cover; \$100-300 for color inside. Pays extra for electronic usage of photos. Pays on publication. Credit line given. Buys one-time rights. Will negotiate with a photographer unwilling to sell all rights.

Tips "Photos should portray healthy people doing healthy things everywhere, all the time. In the case of herbal photography, stunning detailed images showing fruit, leaves, flowers, etc., are preferred. All images should be good enough to be covers."

☐ ■ **TEEN LIGHT: The Teen 2 Teen Christian Magazine**

We-ee! Writers' Ministries, Inc., 6118 Bend of River Rd., Dunn NC 28334. Phone/fax: (910)980-1126. E-mail: publisher@teenlight.org. Web site: www.teenlight.org or www.writershelper.org. **Contact:** Annette Dammer, publisher. Estab. 2001. Christian teen-to-teen online magazine. "Teen Light is totally teen-authored. We help teens learn to write and to share their love of God in the process. Our only goal is to help teens help each other. If you'd like to be a part of that, we'd be honored to look at your work." Photo guidelines free with SASE.

Needs Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, landscapes/scenics, wildlife, education, gardening, interiors/decorating, pets, religious, rural, entertainment, events, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, product shots/still life, science, technology/computers. Interested in documentary, fashion/glamour, fine art, historical/vintage, seasonal. "Anything thought-provoking that will spark a writer. Nature, odd shapes, anything that can be used as a 'writer's prompt.'" Reviews photos with or without a manuscript. Model release required. Photo captions required.

Specs Uses 8×10 and smaller matte color and b&w prints. Prefers images in digital format. Send via CD, ZIP, e-mail attachment as JPEG or GIF files at 72 dpi.

Making Contact & Terms Send short query via e-mail with 72-dpi image attached. Does not keep samples on file. Responds in 6 weeks. Simultaneous submissions and previously published work OK. "We all volunteer, but we offer free writer's classes and may offer advertising space and Web links on individual consideration/basis." Credit line given. Buys one-time rights.

Tips "If you have a heart for teens, we welcome your work. We keep it clean, honest, and encouraging. Teen Light is a great place to get clips and help America's teens grow. Focus on God's beauty and take chances."

☐ ■ **TENNIS WEEK**

15 Elm Place, Rye NY 10580. (914)967-4890. Fax: (914)967-8178. E-mail: tennisweek@tennisweek.com. Web site: www.tennisweek.com. **Contact:** Kent Oswald, editor. Art Director: Terry Egusa. Circ. 110,000. Published 11 times/year. Readers are "tennis fanatics." Sample copy available for \$4 (current issue) or \$5 (back issue).

Needs Uses about 16 photos/issue. Needs photos of "off-court color, beach scenes with pros, social scenes with players, etc." Emphasizes originality. Subject identification required.

Specs Uses color prints. Accepts images in digital format. Send via CD, e-mail as EPS files at 300 dpi.

Making Contact & Terms Send actual 8×10 or 5×7 b&w photos by mail for consideration. Send portfolio via mail or CD-ROM. Responds in 2 weeks. Pays barter. Pays on publication. Rights purchased on a work-for-hire basis.

\$ ☐ ■ **TEXAS GARDENER MAGAZINE**

P.O. Box 9005, Waco TX 76714-9005. (254)848-9393. Fax: (254)848-9779. E-mail: info@texasgardener.com. Web site: www.texasgardener.com. **Contact:** Chris S. Corby, editor/publisher. Circ. 25,000. Bimonthly. Emphasizes gardening. Readers are "51% male, 49% female, home gardeners, 98% Texas residents." Sample copy available for \$4.

Needs Buys 18-27 photos from freelancers/issue; 108-162 photos/year. Needs "color photos of gardening activities in Texas." Special needs include "cover photos shot in vertical format. Must be taken in Texas." Model release preferred. Photo captions required.

Specs Prefers high-resolution digital images. Send via e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples, SASE. Responds in 3 weeks. Pays \$100-200 for color cover; \$25-100 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Provide complete information on photos. For example, if you submit a photo of watermelons growing in a garden, we need to know what variety they are and when and where the picture was taken."

\$ \$ ☐ ■ **TEXAS HIGHWAYS**

P.O. Box 141009, Austin TX 78714. (512)486-5870. Fax: (512)486-5879. E-mail: mmurph1@dot.state.tx.us. Web site: www.texashighways.com. **Contact:** Michael A. Murphy, photo editor. Circ. 275,000. Monthly. "Texas

Highways interprets scenic, recreational, historical, cultural and ethnic treasures of the state and preserves the best of Texas heritage. Its purpose is to educate and entertain, to encourage recreational travel to and within the state, and to tell the Texas story to readers around the world." Readers are ages 45 and over (majority); \$24,000 to \$60,000/year salary bracket with a college education. Photo guidelines available on Web site.

Needs Buys 30-35 photos from freelancers/issue; 360-420 photos/year. Needs "travel and scenic photos in Texas only." Special needs include "fall, winter, spring and summer scenic shots and wildflower shots (Texas only)." Photo captions required; include location, names, addresses and other useful information.

Specs "We take only color originals, 35mm or larger transparencies. No negatives or prints." Accepts images in digital format. Consult guidelines before submitting.

Making Contact & Terms Send query letter with samples, SASE. Provide business card and tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions OK. Pays \$400 for color cover; \$60-170 for color inside. Pays \$15 extra for electronic usage. Pays on publication. Credit line given. Buys one-time rights.

Tips "Know our magazine and format. We accept only high-quality, professional-level work—no snapshots. Interested in a photographer's ability to edit own material and the breadth of a photographer's work. Look at 3-4 months of the magazine. Query not just for photos but with ideas for new/unusual topics."

TEXAS MONTHLY

P.O. Box 1569, Austin TX 78767. (512)320-6936. Web site: www.texasmonthly.com. **Contact:** Leslie Baldwin, photo editor. *Texas Monthly* is edited for the urban Texas audience and covers the state's politics, sports, business, culture and changing lifestyles. It contains lengthy feature articles, reviews and interviews, and presents critical analysis of popular books, movies and plays.

Needs Uses about 50 photos/issue. Needs photos of celebrities, sports, travel.

Making Contact & Terms Send samples or tearsheets. No preference on printed material—b&w or color. Responds only if interested. Keeps samples on file.

Tips "Check our Web site for information on sending portfolios."

TEXAS POETRY JOURNAL

P.O. Box 90635, Austin TX 78709-0635. (512)779-6202. E-mail: editor@texaspoetryjournal.com. Web site: www.texaspoetryjournal.com. **Contact:** Steven Ray Smith, editor. Circ. 500. Estab. 2004. Semiannual literary magazine. "Texas Poetry Journal publishes poetry, interviews with poets, criticism for a general audience, and black & white photography." Sample copy available for \$7.50. Photo guidelines available on Web site.

Needs Buys 4 photos from freelancers/issue; 8 photos/year. Interested in documentary, fine art. Reviews photos with or without a manuscript. Model release required. Property release preferred.

Specs Uses 4×6 glossy b&w prints. Accepts images in digital format. Send via CD, Zip or e-mail as TIFF, EPS or JPEG files at 300 dpi.

Making Contact & Terms E-mail query letter with link to photographer's Web site, JPEG samples at 72 dpi. Send query letter with prints. Does not keep samples on file; include SASE for return of material. Responds in 8 weeks to queries. Simultaneous submissions OK. Pays \$20 maximum for b&w cover. Pays \$10 maximum for b&w inside. Pays on publication. Credit line given. Buys one-time rights, electronic rights.

Tips "We need work that helps our journal say, 'Poetry is invigorating and accessible.' Photos that invite the reader to keep reading are the ones we will buy. Like our poems, we want our photos to be poetic too!"

THEMA

THEMA Literary Society, P.O. Box 8747, Metairie LA 70011-8747. (504)887-1263. E-mail: thema@cox.net. Web site: <http://members.cox.net/thema>. **Contact:** Virginia Howard, manager/editor. Circ. 300. Estab. 1988. Literary magazine published 3 times/year emphasizing theme-related short stories, poetry and art. Sample copy available for \$8.

Needs Photo must relate to one of *THEMA*'s upcoming themes (indicate the target theme on submission of photo). For example: Everybody Quit (March 1, 2007); Henry's Fence (July 1, 2007); When Things Get Back to Normal (November 1, 2007); The Box Under the Bed (March 1, 2008). Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses 5×7 glossy color and/or b&w prints. Accepts images in digital format. Send via Zip as TIFF files at 200 dpi.

Making Contact & Terms Send query letter with prints, photocopies. Does not keep samples on file; include SASE for return of material. Responds in 1 week to queries; 3 months to portfolios. Simultaneous submissions and previously published work OK. Pays \$25 for cover; \$10 for b&w inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "Submit only work that relates to one of *THEMA*'s upcoming themes."

THIN AIR MAGAZINE

Northern Arizona University, P.O. Box 23649, Flagstaff AZ 86002. (928)523-6743. Fax: (928)523-7074. Web site: www.nau.edu/english/thinair. **Contact:** Art Editor. Circ. 400. Estab. 1995. Biannual literary magazine. Emphasizes arts and literature—poetry, fiction and essays. Readers are collegiate, academic, writerly adult males and females interested in arts and literature. Sample copy available for \$6.

Needs Buys 2-4 photos from freelancers/issue; 4-8 photos/year. Needs scenic/wildlife shots and b&w photos that portray a statement or tell a story. Looking for b&w cover shots. Model/property release preferred for nudes. Photo captions preferred; include name of photographer, date of photo.

Specs Uses 8×10 b&w prints.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Photos accepted August through May only. Keeps samples on file. Responds in 3 months. Simultaneous submissions and previously published work OK. Pays 2 contributor's copies. Credit line given. Buys one-time rights.

\$\$\$ TIDE MAGAZINE

6919 Portwest Dr., Suite 100, Houston TX 77024. (713)626-4234. Fax: (713)626-5852. E-mail: tide@joincca.org. Web site: www.joincca.org. **Contact:** Ted Venker, editor. Circ. 80,000. Estab. 1979. Bimonthly magazine of the Coastal Conservation Association. Emphasizes coastal fishing, conservation issues—*exclusively* along the Gulf and Atlantic Coasts. Readers are mostly male, ages 25-50, coastal anglers and professionals.

Needs Buys 12-16 photos from freelancers/issue; 72-96 photos/year. Needs photos of *only* Gulf and Atlantic coastal activity, recreational fishing and coastal scenics/habitat, tight shots of fish (saltwater only). Model/property release preferred. Photo captions not required, but include names, dates, places and specific equipment or other key information.

Making Contact & Terms Send query letter with stock list. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$250 for color cover; \$50-200 for color inside; \$300-400 for photo/text package. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips Wants to see “fresh twists on old themes—unique lighting, subjects of interest to my readers. Take time to discover new angles for fishing shots. Avoid the usual poses, i.e., ‘grip-and-grin.’ We see too much of that already.”

TIKKUN

2342 Shattack Ave., #1200, Berkeley CA 94704. (510)644-1200. Fax: (510)644-1255. E-mail: magazine@tikkun.org. Web site: www.tikkun.org. **Contact:** Anu Athanikar, assistant editor. Circ. 25,000. Estab. 1986. “A bimonthly Jewish critique of politics, culture and society.” Readers are 60% Jewish, professional, middle-class, literary people ages 30-60.

Needs Uses 15 photos/issue; 30% supplied by freelancers. Needs political, social commentary; Middle East and U.S. photos. Reviews photos with or without a manuscript.

Specs Uses b&w and color prints. Accepts images in digital format for Mac (Photoshop EPS). Send via CD.

Making Contact & Terms Send prints or good photocopies. Keeps samples on file; include SASE for return of material. Response time varies. “Turnaround is 4 months, unless artist specifies other.” Previously published work OK. Pays \$50 for b&w inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips “Look at our magazine and suggest how your photos can enhance our articles and subject material. Send samples.”

TIME

Time Inc., Time/Life Building, 1271 Avenue of the Americas, New York NY 10020. (212)522-1212. Web site: www.time.com. *TIME* is edited to report and analyze a complete and compelling picture of the world, including national and world affairs, news of business, science, society and the arts, and the people who make the news. *Query before submitting.*

TIMES OF THE ISLANDS: The International Magazine of the Turks & Caicos Islands

Times Publications Ltd., Southwinds Plaza, Box 234, Providenciales, Turks & Caicos Islands, British West Indies. (649)946-4788. E-mail: timespub@tcitway.tc. Web site: www.timespub.tc. **Contact:** Kathy Borsuk, editor. Circ. 10,000. Estab. 1988. Quarterly magazine focusing on in-depth topics specifically related to Turks & Caicos Islands. Targeted beyond mass tourists to homeowners/investors/developers and others with strong interest in learning about these islands. Sample copy available for \$6. Photo guidelines available for #10 SAE or on Web site.

Needs Buys 2 photos from freelancers/issue; 10 photos/year. Needs photos of environmental, landscapes/scenics, wildlife, architecture, adventure, travel. Interested in historical/vintage. Also scuba diving, islands in TCI beyond main island of Providenciales. Reviews photos with or without a manuscript. Photo captions required; include specific location, names of any people.

Specs Uses 8×10 (max) glossy or matte color and/or b&w prints; 35mm transparencies. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, tearsheets. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds in 6 weeks to queries. Simultaneous submissions and previously published work OK. Pays \$100-300 for color cover; \$10-50 for inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Subject/photo should be unique and really stand out. Most of our photography is done in-house or by manuscript writers (submitted with manuscript). Better chance with photos taken on out-islands, beyond tourist center Providenciales. Make sure photo is specific to Turks & Caicos and location/subject accurately identified."

☐ TODAY'S PHOTOGRAPHER INTERNATIONAL

P.O. Box 777, Lewisville NC 27023. Fax: (336)945-3711. Web site: www.aipress.com. **Contact:** Vonda H. Blackburn, editor-in-chief. Circ. 78,000. Estab. 1986. Bimonthly magazine of the International Freelance Photographers Organization. Emphasizes making money with photography. Readers are 90% male photographers. Sample copy available for 9×12 SASE. Photo guidelines free with SASE.

Needs Buys 40 photos from freelancers/issue; 240 photos/year. Model release required. Photo captions preferred.

Making Contact & Terms Send 35mm, 2¼×2¼, 4×5, 8×10 b&w and/or color prints or transparencies by mail for consideration; include SASE for return of material. Responds at end of quarter. Simultaneous submissions and previously published work OK. Payment negotiable. Credit line given. Buys one-time rights, per contract.

Tips Wants to see "consistently fine-quality photographs and good captions or other associated information. Present a portfolio that is easy to evaluate—keep it simple and informative. Be aware of deadlines. Submit early."

📷 \$📷📷📷 TOTAL 911

9 Publishing Limited, P.O. Box 6815, Matlock DE4 4WZ United Kingdom. (44)(845)450-1123. E-mail: editorial@total911.co.uk. Web site: www.total911.com. **Contact:** Philip Raby, publishing editor. Estab. 2005. Monthly consumer magazine. "A high-quality magazine for enthusiasts of the Porsche 911 in all its forms. Sold all around the world." Request photo guidelines via e-mail.

Needs Needs photos of automobiles, Porsche 911.

Specs Accepts images in digital format.

Making Contact & Terms E-mail query letter with link to photographer's Web site, JPEG samples at 72 dpi. Pays 30 days after publication. Credit line given. Buys one-time rights.

Tips "Do not contact us unless you are a professional photographer who can produce outstanding work using top-quality digital equipment. Especially keen to contact good photographers in the United States."

📷 \$📷 TOWARD FREEDOM, a progressive perspective on world events

Toward Freedom, Inc., P.O. Box 468, Burlington VT 05402-0468. (802)657-3733. E-mail: ben@towardfreedom.com. Web site: www.towardfreedom.com. **Contact:** Benjamin Dangel, editor. Circ. 3,500. Estab. 1952. Online magazine. Back issues available for \$3 each.

Needs Needs photos of environmental, military, political. Reviews photos with or without a manuscript. Photo captions required.

Making Contact & Terms Send query letter with prints, tearsheets, stock list. Does not keep samples on file; include SASE for return of material. Responds in 2 months to queries. Simultaneous submissions and previously published work OK. Pays on publication. Credit line given. Buys one-time rights.

Tips "Must understand *Toward Freedom's* progressive mission."

\$📷📷 TRACK & FIELD NEWS

2570 El Camino Real, Suite 606, Mountain View CA 94040. (650)948-8188. Fax: (650)948-9445. E-mail: edit@trackandfieldnews.com. Web site: www.trackandfieldnews.com. **Contact:** Jon Hendershott, associate editor (features/photography). Circ. 25,000. Estab. 1948. Monthly magazine. Emphasizes national and world-class track and field competition and participants at those levels for athletes, coaches, administrators and fans. Sample copy free with 9×12 SASE. Photo guidelines free.

Needs Buys 10-15 photos from freelancers/issue; 120-180 photos/year. Wants, on a regular basis, photos of national-class athletes, men and women, preferably in action. "We are always looking for quality pictures of track and field action, as well as offbeat and different feature photos. We always prefer to hear from a photographer before he/she covers a specific meet. We also welcome shots from road and cross-country races for both men and women. Any photos may eventually be used to illustrate news stories in *T&FN*, feature stories in *T&FN*, or may be used in our other publications (books, technical journals, etc.). Any such editorial use will

be paid for, regardless of whether material is used directly in *T&FN*. About all we don't want to see are pictures taken with someone's Instamatic or Polaroid. No shots of someone's child or grandparent running. Professional work only." Photo captions required; include subject name, meet date/name.

Specs Images must be in digital format. Send via CD, e-mail at 300 dpi.

Making Contact & Terms Send query letter with samples, SASE. Responds in 10-14 days. Pays \$175 for color cover; \$25 for b&w inside; \$50 for color inside (\$100 for interior color, full page; \$175 for interior 2-page poster/spread). Payment is made monthly. Credit line given. Buys one-time rights.

Tips "No photographer is going to get rich via *T&FN*. We can offer a credit line, nominal payment and, in some cases, credentials to major track and field meets to enable on-the-field shooting. Also, we can offer the chance for competent photographers to shoot major competitions and competitors up close, as well as being the most highly regarded publication in the track world as a forum to display a photographer's talents."

\$ \$ TRAIL RUNNER, The Magazine of Running Adventure

Big Stone Publishing, 1101 Village Rd., UL-4D, Carbondale CO 81623. (970)704-1442. Fax: (970)963-4965. E-mail: mbenge@bigstonepub.com. Web site: www.trailrunnermag.com. **Contact:** Mike Benge, editor. Circ. 3 5,000. Estab. 1999. Bimonthly magazine. The nation's only 4-color glossy magazine covering all aspects of trail running. Sample copy available for 9×12 SAE with \$1.65 postage. Photo guidelines available for SASE.

Needs Buys 50-75 photos from freelancers/issue; 300-500 photos/year. Needs photos of landscapes/scenics, adventure, health/fitness, sports, travel. Interested in anything related to running on trails and the outdoors. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required.

Specs Uses glossy color prints; 35mm transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF files at 600 dpi.

Making Contact & Terms Send query letter with slides, stock list. Contact photo editor for appointment to drop off portfolio. Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Responds in 3 weeks. Simultaneous submissions OK. Pays \$50-300 for b&w cover; \$500 for color cover; \$50-200 for b&w inside; \$50-250 for color inside; \$350 for spread (color). Pays 30 days from date of publication. Credit line given. Buys one-time rights, first rights; negotiable.

Tips "Read our magazine. Stay away from model shots, or at least those with make-up and spandex clothing. No waving at the camera."

\$ \$ TRAILER BOATS MAGAZINE

Ehlert Publishing, Inc., 20700 Belshaw Ave., Carson CA 90746. (310)537-6322. Fax: (310)537-8735. Web site: www.trailerboats.com. **Contact:** Ron Eldridge, editor. Circ. 102,000. Estab. 1971. Monthly magazine. "We are the only magazine devoted exclusively to trailerable boats and related activities" for owners and prospective owners. Sample copy available for \$1.25.

Needs Uses 15 photos/issue; 95-100% of freelance photography comes from assignment, 0-5% from stock. Needs scenic (with manuscript), how-to, travel (with manuscript). For accompanying manuscripts, needs articles related to trailer boat activities. Photos purchased with or without accompanying manuscript. "Photos must relate to trailer boat activities. No long list of stock photos or subject matter not related to editorial content." Photo captions preferred; include location of travel pictures.

Specs Uses transparencies. Accepts images in digital format. Send as EPS, TIFF, PICT files at 300 dpi.

Making Contact & Terms Query or send photos or contact sheet by mail with SASE for consideration. Responds in 1 month. Pays per text/photo package or on a per-photo basis. Pays \$500 for cover; \$25-200 for color inside. **Pays on acceptance.** Credit line given.

Tips "Shoot with imagination and a variety of angles. Don't be afraid to 'set up' a photo that looks natural. Think in terms of complete feature stories: photos and manuscripts. It is rare that we publish freelance photos without accompanying manuscripts."

\$ TRANSITIONS ABROAD

P.O. Box 745, Bennington VT 05201. (802)442-4827. E-mail: editor@transitionsabroad.com. Web site: www.transitionsabroad.com. **Contact:** Sherry Schwarz, editor. Circ. 12,000. Estab. 1977. Bimonthly magazine. Emphasizes educational and special interest travel abroad. Readers are people interested in cultural travel and learning, living, working or volunteering abroad; all ages, both sexes. Sample copy available for \$6.95. Photo guidelines available on Web site.

Needs Buys 10 photos from freelancers/issue; 60 photos/year. Needs photos in international settings of people of other countries. Each issue has an area focus: January/February—Asia and the Pacific Rim; March/April—Western Europe; May/June—Latin America; July/August—worldwide; September/October—Eastern Europe, Middle East, newly independent states; November/December—Mediterranean Basin and Africa. Photo captions preferred. Articles can also be submitted with photos for a better chance of publication.

Specs Uses color for cover and inside, including for a few full-length photo pages and a featured photo in the

Table of Contents. Covers must be vertical images. Prefers images in digital format. Send via CD, Zip, e-mail as TIFF files at 300 dpi. Prefers e-mail previews as JPEGs before sending high-res files.

Making Contact & Terms Send unsolicited color prints by mail with SASE for consideration. Responds in 6-8 weeks. Simultaneous submissions and previously published work OK. Pays \$125-150 for color cover; \$25-50 for stand-alone photos. Pays on publication. Credit line given. Buys one-time rights.

Tips In freelance photographer's samples, wants to see "mostly people in action shots—people of other countries; close-ups preferred for cover. We use very few landscapes or abstract shots. Images of daily life and surroundings fit well into *Transitions*."

TRAVEL + LEISURE

1120 Avenue of the Americas, 10th Floor, New York NY 10036. (212)382-5600. Fax: (212)382-5877. Web site: www.travelandleisure.com. **Contact:** Photo Department. Circ. 1.2 million. Monthly magazine. Emphasizes travel destinations, resorts, dining and entertainment.

Needs Nature, still life, scenic, sport and travel. Does not accept unsolicited photos. Model release required. Photo captions required.

Specs Uses 8 x 10 semigloss b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies; vertical format required for cover.

Making Contact & Terms "If mailing a portfolio, include a self-addressed stamped package for its safe return. You may also send it by messenger Monday through Friday between 11 a.m. and 5 p.m. We accept work in book form exclusively—no transparencies, loose prints, nor scans on CD, disk or e-mail. Send photocopies or photo prints, not originals, as we are not responsible for lost or damaged images in unsolicited portfolios. We do not meet with photographers if we haven't seen their book. However, please include a promo card in your portfolio with contact information, so we may get in touch with you if necessary."

TRAVELLER

45-49 Brompton Rd., London SW3 1DE United Kingdom. (44)(207)589-0500. Fax: (44)(207)581-8476. E-mail: traveller@wexas.com. Web site: www.traveller.org.uk. **Contact:** Amy Sohanpaul, editor. Circ. 35,000. Quarterly. Readers are predominantly male, professional, ages 35 and older. Sample copy available for £2.50.

Needs Uses 75-100 photos/issue; all supplied by freelancers. Needs photos of travel, wildlife, tribes. Reviews photos with or without a manuscript. Photo captions preferred.

Making Contact & Terms Send at least 20 original color slides or b&w prints. Or send at least 20 low-res scans by e-mail or CD (include printout of thumbnails); high-res (300 dpi) scans will be required for final publication. Does not keep samples on file; include SASE for return of material. Responds in 3 months. Pays £150 for color cover; £80 for full page; £50 for other sizes. Pays on publication. Buys one-time rights.

Tips Look at guidelines for contributors on Web site.

TRAVELWORLD INTERNATIONAL MAGAZINE

NATJA, 531 Main St., #902, El Segundo CA 90245. (310)836-8712. Fax: (310)836-8769. E-mail: info@natja.org. Web site: www.natja.org. **Contact:** Hillary Dunn, executive director. Circ. 75,000 unique visitors. Estab. 1992. Bimonthly online magazine of the North American Travel Journalists Association (NATJA). Emphasizes travel, food, wine, and hospitality industries.

Needs Uses photos of food/drink, travel.

Specs Uses color and/or b&w. Prefers images in digital format.

Making Contact & Terms Send query via e-mail. Does not keep samples on file; cannot return material. Previously published work OK. Credit line given.

TRICYCLE: The Buddhist Review

The Buddhist Ray, Inc., 92 Vandam St., New York NY 10013. (212)645-1143. Fax: (212)645-1493. E-mail: editorial@tricycle.com. Web site: www.tricycle.com. **Contact:** Alexandra Kaloyanides, associate editor. Circ. 60,000. Estab. 1991. Quarterly nonprofit magazine devoted to the exploration of Buddhism, literature and the arts.

Needs Buys 30 photos from freelancers/issue; 120 photos/year. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses glossy b&w and color prints; 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, BMP, GIF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with tearsheets. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds in 3 months to queries. Simultaneous submissions OK. Pays \$700 maximum for color cover; \$250 maximum for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Read the magazine to get a sense of the kind of work we publish. We don't only use Buddhist art; we select artwork depending on the content of the piece."

TRIUMPH WORLD

CHPublications Ltd., P.O. Box 75, Tadworth, Surrey KT20 7XF United Kingdom. (44)(208)655-6400. Fax: (44)(208)763-1001. E-mail: chp@chpltd.com. Web site: www.chpltd.com. **Contact:** Tony Beadle, editor. Estab. 1995. Top-quality bimonthly magazine for enthusiasts and owners of Triumph cars.

Needs Buys 60 photos from freelancers/issue; 360 photos/year. Needs photos of Triumph cars. Reviews photos with or without a manuscript. Photo captions preferred.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send as JPEG files.

Making Contact & Terms Send query letter with samples, tearsheets. Pays 6 weeks after publication. Credit line given. Buys first rights.

Tips "Be creative—we do not want cars parked on grass or public car parks with white lines coming out from underneath. Make use of great 'American' locations available. Provide full information about where and when subject was photographed."

TURKEY & TURKEY HUNTING

F + W Publications, 700 E. State St., Iola WI 54990-0001. (715)445-2214. Fax: (715)445-4087. E-mail: jim.schlender@fwpubs.com. Web site: www.turkeyandturkeyhunting.com. **Contact:** Jim Schlender, editor. Circ. 50,000. Estab. 1983. Magazine published 6 times/year. Provides features and news about wild turkeys and turkey hunting. Photo guidelines available on Web site.

Needs Buys 150 photos/year. Needs action photos of wild turkeys and hunter interaction scenes. Reviews photos with or without a manuscript.

Specs Uses 35mm transparencies and high-res digital images.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 3 months to queries. Pays \$300 minimum for color cover; \$75-200 for color inside. Pays on publication. Credit line given. Buys one-time rights.

TURKEY CALL

P.O. Box 530 (parcel services: 770 Augusta Rd.), Edgefield SC 29824. (803)637-3106. Fax: (803)637-0034. E-mail: turkeycall@nwtf.net. Web site: www.nwtf.org. **Contact:** Burt Carey, editor. Photo Editor: Matt Lindler. Circ. 200,000. Estab. 1973. Bimonthly magazine for members of the National Wild Turkey Federation—people interested in conserving the American wild turkey. Sample copy available for \$3 with 9 x 12 SASE. Photo guidelines free with SASE or on Web site.

Needs Buys at least 50 photos/year. Needs photos of "wild turkeys, wild turkey hunting, wild turkey management techniques (planting food, trapping for relocation, releasing), wild turkey habitat." Photo captions required.

Specs Uses color transparencies, any format; prefers originals, 35mm accepted. Accepts images in digital format from 6mp or higher-resolution cameras. Send via CD/DVD at 300 ppi with thumbnail page (see guidelines for more details).

Making Contact & Terms Send copyrighted photos to editor for consideration; include SASE. Responds in 6 weeks. Pays \$400 for cover; \$200 maximum for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips Wants no "poorly posed or restaged shots, no mounted turkeys representing live birds, no domestic turkeys representing wild birds or typical hunter-with-dead-bird shots. Photos of dead turkeys in a tasteful hunt setting are considered. Contributors must agree to the guidelines before submitting."

TV GUIDE

News America Publications, Inc., 1211 Avenue of the Americas, 4th Floor, New York NY 10036. (212)852-7500. Fax: (212)852-7470. Web site: www.tvguide.com. **Contact:** Photo Editor. *TV Guide* watches television with an eye for how TV programming affects and reflects society. It looks at the shows and the stars, and covers the medium's impact on news, sports, politics, literature, the arts, science and social issues through reports, profiles, features and commentaries.

Making Contact & Terms Works only with celebrity freelance photographers. "Photos are for one-time publication use. Mail self-promo cards to photo editor at above address. No calls, please."

UP AND UNDER: The QND Review

93 S. Main St., Medford NJ 08055. (609)953-7568. E-mail: qndpoets@yahoo.com. Web site: www.quickanddirtypoets.com. **Contact:** Rachel Bunting, editor. Circ. 100. Estab. 2005. Annual literary magazine. "A literary journal with an eclectic mix of poetry: sex, death, politics, IKEA, Mars, food and jug handles, alongside a smorgasbord

of other topics covered in such diverse forms as the sonnet, villanelle, haiku and free verse." Sample copy available for \$7 and SAE.

Needs Acquires 8 photos from freelancers/issue; 8 photos/year. Interested in architecture, cities/urban, rural, landscapes/scenics, avant garde, fine art, historical/vintage. Reviews photos with or without a manuscript.

Specs Uses 8×10 or smaller b&w prints. Accepts digital images in Windows format. Send via e-mail as GIF or JPEG files.

Making Contact & Terms Send query letter with prints. Does not keep samples on file; include SASE for return of material. Responds in 2-3 months to queries. Simultaneous submissions OK. Pays 1 copy on publication. Credit line sometimes given, depending on space allowance in the journal. Acquires one-time rights.

Tips "This is predominantly a poetry journal, and we choose photographs to complement the poems, so we prefer unusual artistic images, whether they are landscapes, buildings or art. Include a short (3- to 5-line) bio."

\$\$\$ UP HERE

P.O. Box 1350, Yellowknife NT X1A 2N9 Canada. (867)766-6710. Fax: (867)873-9876. E-mail: jake@uphere.ca. Web site: www.uphere.ca. **Contact:** Jake Kennedy, editor. Circ. 35,000. Estab. 1984. Magazine published 8 times/year. Emphasizes Canada's North. Readers are educated, affluent men and women ages 30 to 60. Sample copy available for \$3.50 plus GST and 9×12 SAE. Photo guidelines free with SASE. If sending from U.S., include IRC instead of U.S. stamps (which cannot be used in Canada).

Needs Buys 18-27 photos from freelancers/issue; 144-216 photos/year. Needs photos of environmental, landscapes/scenics, wildlife, adventure, performing arts. Interested in documentary, seasonal. Purchases photos with or without accompanying manuscript. Photo captions required.

Specs Uses color transparencies, not prints, labeled with the photographer's name, address, phone number and caption. Occasionally accepts images in digital format. Send via CD, e-mail, Syquest, Zip.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Include SASE for return of material. Responds in 2 months. Pays \$250-350 for color cover; \$40-150 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "We are a *people* magazine. We need stories that are uniquely Northern (people, places, etc.). Few scenics as such. We approach local freelancers for given subjects, but routinely complete commissioned photography with images from stock sources. Please let us know about Northern images you have." Wants to see "sharp, clear photos, good color and composition. We always need verticals to consider for the cover, but they usually tie in with an article inside."

VANITY FAIR

Condé Nast Building, 4 Times Square, New York NY 10036. (212)286-2860. Fax: (212)286-7787 or (212)286-6787. Web site: www.vanityfair.com. **Contact:** Susan White, photography director. Monthly magazine.

Needs Freelancers supply 50% of photos. Needs portraits. Model/property release required for everyone. Photo captions required for photographer, styles, hair, makeup, etc.

Making Contact & Terms Contact through rep or submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Payment negotiable. Pays on publication.

Tips "We solicit material after a portfolio drop. So, really we don't want unsolicited material."

\$\$\$ VERMONT LIFE

6 Baldwin St., Montpelier VT 05602. Web site: www.vtlife.com. **Contact:** Tom Slayton, editor. Circ. 75,000. Estab. 1946. Quarterly magazine. Emphasizes life in Vermont: its people, traditions, way of life, farming, industry, and the physical beauty of the landscape for "Vermonters, ex-Vermonters, and would-be Vermonters." Sample copy available for \$6 with 9×12 SAE. Photo guidelines available for SASE, via e-mail or on Web site.

Needs Buys 27 photos from freelancers/issue; 108 photos/year. Wants (on a regular basis) scenic views of Vermont, seasonal (winter, spring, summer, autumn) submitted 6 months prior to the actual season, animal, human interest, humorous, nature, landscapes/scenics, wildlife, gardening, sports, photo essay/photo feature, still life, travel. Interested in documentary. "We are using fewer, larger photos and are especially interested in good shots of wildlife, Vermont scenics." No photos in poor taste, clichés, or photos of places other than Vermont. Model/property release preferred. Photo captions required.

Specs Uses 35mm, 2¼×2¼ color transparencies. Accepts images in digital format. See guidelines for specifications.

Making Contact & Terms Send query letter with SASE. Responds in 3 weeks. Simultaneous submissions OK. Pays \$500 minimum for color cover; \$75-250 for b&w or color inside; \$400-800/job. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "We look for clarity of focus; use of low-grain, true film (Kodachrome or Fujichrome are best); unusual composition or subject."

\$\$\$ VILLAGE PROFILE

VillageProfile.com, Inc., 33 N. Geneva St., Elgin IL 60120. (847)468-6800. Fax: (847)468-9751. Web site: www.villageprofile.com. **Contact:** Juli Schatz, vice president/production. Circ. 5-15,000 per publication; average 240 projects/year. Estab. 1988. Publication offering community profiles, chamber membership directories, maps. "Village Profile has published community guides, chamber membership directories, maps, atlases and builder brochures in 45 states. Community guides depict the towns served by the chamber with 'quality of life' text and photos, using a brochure style rather than a news or documentary look." Sample copy available for 10×13 SAE. Photo guidelines free with SASE.

Needs Buys 50 photos from freelancers/issue; 5,000 photos/year. Needs photos of babies/children/teens, multicultural, families, parents, senior citizens, cities/urban, food/drink, health/fitness/beauty, business concepts, industry, medicine, technology/computers. Interested in historical/vintage, seasonal. Points of interest specific to the community(s) being profiled. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions required.

Specs Uses up to 8×10 glossy prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via Zip as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with photocopies, tearsheets, stock list, locale/travel ability. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 1 week to queries. Previously published work OK. Pays \$500 minimum/project; negotiates higher rates for multiple-community projects. **Pays on acceptance.** Credit line given. Buys all rights.

Tips "We want photographs of, and specific to, the community/region covered by the *Profile*, but we always need fresh stock photos of people involved in healthcare, shopping/dining, recreation, education and business to use as fillers. E-mail anytime to find out if we're doing a project in your neighborhood. Do NOT query with or send samples or tearsheets of scenics, landscapes, wildlife, nature—see stock needs list above. We only purchase stock images in batches if the price is comparable to stock photo CDs available on the market—don't expect \$100 per image."

\$\$\$ VISTA

1201 Brickell Ave., Suite 360, Miami FL 33131. (305)416-4644. Fax: (305)416-4344. E-mail: vistamag@earthlink.net. Web site: www.vistamagazine.com. **Contact:** Peter Ekstein, art director. Circ. 1 million. Estab. 1985. Monthly newspaper insert. Emphasizes Hispanic life in the U.S. Readers are Hispanic-Americans of all ages. Sample copies available.

Needs Buys 10-50 photos from freelancers/issue; 120-600 photos/year. Needs photos mostly of personalities (celebrities, multicultural, families, events). Reviews photos with accompanying manuscript only. Special photo needs include events in Hispanic-American communities. Model/property release preferred. Photo captions required.

Specs Accepts images in digital format. Send via CD, e-mail, Zip, Jaz (1GB) as TIFF, EPS files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Responds in 3 weeks. Previously published work OK. Pays \$500 for color cover; \$75 for b&w inside; \$150 for color inside; day assignments are negotiated. Pays 25% extra for Web usage. Pays on publication. Credit line given. Buys one-time rights.

Tips "Build a file of personalities and events. Hispanics are America's fastest-growing minority."

\$\$\$ THE WAR CRY

The Salvation Army, 615 Slaters Lane, Alexandria VA 22314. (703)684-5500. Fax: (703)684-5539. E-mail: war_cry@usn.salvationarmy.org. Web site: www.warcry.com or www.salpubs.com. **Contact:** Photo Editor. Managing Editor: Jeff McDonald. Circ. 500,000. Official national publication of The Salvation Army, published biweekly and online. Emphasizes the inspirational. Pluralistic readership reaching all socioeconomic strata and including distribution in institutions. Photo guidelines/theme list available on request or via Web site.

Needs Uses about 10 photos/issue. Needs "inspirational, scenic, holiday-observance photos—any that depict Christian truths, Christmas, Easter, and other observances in the Christian calendar—and conceptual photos that match our themes (write for theme list)."

Specs Uses color prints and slides. Accepts images in digital format. Send via CD as TIFF, EPS, JPEG files at 300 dpi, 5×7 or larger.

Making Contact & Terms Send color prints or slides by mail with SASE for consideration. Responds in 4-6 weeks. Simultaneous submissions and previously published work OK (indicate when/where appeared). Pays \$50-250/photo. **Pays on acceptance.** Buys first and reprint rights.

Tips "Write for themes. Get a copy of our publication first. We are moving away from posed or common stock photography, and looking for originality."

WASHINGTON TRAILS

2019 3rd Ave., Suite 100, Seattle WA 98121-2430. (206)625-1367. E-mail: editor@wta.org. Web site: www.wta.org. **Contact:** Andrew Engelson, editor. Circ. 6,000. Estab. 1966. Magazine of the Washington Trails Association, published 10 times/year. Emphasizes "backpacking, hiking, cross-country skiing, all nonmotorized trail use, outdoor equipment and minimum-impact camping techniques." Readers are "people active in outdoor activities, primarily backpacking; residents of the Pacific Northwest, mostly Washington; age group: 9-90; family-oriented; interested in wilderness preservation, trail maintenance." Photo guidelines free with SASE or on Web site.

Needs Uses 10-15 photos from volunteers/issue; 100-150 photos/year. Needs "wilderness/scenic; people involved in hiking, backpacking, canoeing, skiing, wildlife; outdoor equipment photos, all with Pacific Northwest emphasis." Photo captions required.

Making Contact & Terms Send JPEGs by e-mail, or 5×7 or 8×10 glossy b&w prints by mail for consideration; include SASE for return of material. Responds in 1-2 months. Simultaneous submissions and previously published work OK. No payment for photos. A 1-year subscription offered for use of color cover shot. Credit line given.

Tips "We are a black & white publication and prefer using black & white originals for the best reproduction. Photos must have a Pacific Northwest slant. Photos that meet our cover specifications are always of interest to us. Familiarity with our magazine would greatly aid the photographer in submitting material to us. Contributing to *Washington Trails* won't help pay your bills, but sharing your photos with other backpackers and skiers has its own rewards."

THE WATER SKIER

1251 Holy Cow Rd., Polk City FL 33868-8200. (863)324-4341. Fax: (863)325-8259. E-mail: satkinson@usawaterski.org. Web site: www.usawaterski.org. **Contact:** Scott Atkinson, editor. Circ. 28,000. Estab. 1950. Magazine of USA Water Ski, published 9 times/year. Emphasizes water skiing. Readers are male and female professionals, ages 20-45. Sample copy available for \$3.50. Photo guidelines available.

Needs Buys 1-5 photos from freelancers/issue; 9-45 photos/year. Needs photos of sports action. Model/property release required. Photo captions required.

Making Contact & Terms Call first. Pays \$50-150 for color photos. Pays on publication. Credit line given. Buys all rights.

\$\$\$ WATERCRAFT WORLD

2575 Vista Del Mar, Ventura CA 93001. (805)667-4100. Fax: (805)667-4336. E-mail: gmansfield@ehlertpublishing.com. Web site: www.watercraftworld.com. **Contact:** Gregg Mansfield, editorial director. Circ. 75,000. Estab. 1987. Magazine published 6 times/year. Emphasizes personal watercraft (Jet Skis, Wave Runners, Sea-Doo). Readers are 95% male, average age 37, boaters, outdoor enthusiasts. Sample copy available for \$4.

Needs Buys 7-12 photos from freelancers/issue; 42-72 photos/year. Needs photos of personal watercraft travel, race coverage. Model/property release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, GIF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Call with ideas." Responds in 1 month. Pays \$25-200 for b&w inside; \$50-250 for color inside; cover rate negotiable. Pays on publication. Credit line given. Rights negotiable.

Tips "Call to discuss project. We take and use many travel photos from all over the United States (very little foreign). We also cover many regional events (i.e., charity rides, races)."

\$\$\$ WATERSKI

World Publications, LLC, 460 N. Orlando Ave., Suite 200, Winter Park FL 32789. (407)628-4802. Fax: (407)628-7061. E-mail: bill.doster@worldpub.net. Web site: www.waterskimag.com. **Contact:** Bill Doster, photo editor. Circ. 105,000. Estab. 1978. Published 8 times/year. Emphasizes water skiing instruction, lifestyle, competition, travel. Readers are 36-year-old males, average household income \$65,000. Sample copy available for \$2.95. Photo guidelines free with SASE.

Needs Buys 20 photos from freelancers/issue; 160 photos/year. Needs photos of instruction, travel, personality. Model/property release preferred. Photo captions preferred; include person, trick described.

Making Contact & Terms Query with good samples, SASE. Keeps samples on file. Responds within 2 months. Pays \$200-500/day; \$500 for color cover; \$50-75 for b&w inside; \$75-300 for color inside; \$150/color page rate; \$50-75/b&w page rate. Pays on publication. Credit line given. Buys first North American serial rights.

Tips "Clean, clear, tight images. Plenty of vibrant action, colorful travel scenics and personality. Must be able to shoot action photography. Looking for photographers in other geographic regions for diverse coverage."

\$ WATERWAY GUIDE

326 First St., Suite 400, Annapolis MD 21403. (443)482-9377. Fax: (443)482-9422. Web site: www.waterwayguide.com. **Contact:** Jack Dozier, publisher. Circ. 30,000. Estab. 1947. Cruising guide with 4 annual regional editions. Emphasizes recreational boating. Readers are men and women ages 25-65, management or professional, with average income \$138,000. Sample copy available for \$39.95 and \$3 shipping. Photo guidelines free with SASE. **Needs** Buys 10-15 photos from freelancers/issue. Needs aerial photos of waterways. Expects to use more coastal shots from Maine to the Bahamas; also Hudson River, Great Lakes, Lake Champlain and Gulf of Mexico. Model release required. Photo captions required.

Specs Accepts images in digital format. Send as EPS, TIFF files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Responds in 4 months. Pay varies; negotiable. Pays on publication. Credit line given. Must sign contract for copyright purposes.

\$ WAVELENGTH MAGAZINE

2735 North Rd., Gabriola Island BC V0R 1X7 Canada. (250)247-8858. E-mail: alan@wavelengthmagazine.com. Web site: www.wavelengthmagazine.com. **Contact:** Alan Wilson, editor. Circ. 65,000. Estab. 1991. Bimonthly magazine. Emphasizes safe, ecologically sensitive paddling. For sample copy, see downloadable PDF version on Web site.

Needs Buys 10 photos from freelancers/issue ("usually only from authors"); 60 photos/year. Needs kayaking shots. Photos should have sea kayak in them. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Prefers digital submissions, but only after query. Send as low-res for assessment.

Making Contact & Terms Send query letter. Provide business card or self-promotion piece to be kept on file for possible future assignments. Responds in 2 months to queries. Absolutely no simultaneous submissions or previously published work accepted. Pays \$100-200 for color cover; \$25-50 for inside. Pays on publication. Credit line given. Buys one-time print rights including electronic archive rights.

Tips "Look at free downloadable version on Web site and include kayak in picture wherever possible. Always need vertical shots for cover!"

\$ WEST SUBURBAN LIVING MAGAZINE

C2 Publishing, Inc., P.O. Box 111, Elmhurst IL 60126. (630)834-4994. Fax: (630)834-4996. Web site: www.westsurbanliving.net. **Contact:** Chuck Cozette, editor. Circ. 25,000. Estab. 1995. Bimonthly regional magazine serving the western suburbs of Chicago. Sample copies available.

Needs Needs photos of babies/children/teens, couples, families, senior citizens, landscapes/scenics, architecture, gardening, interiors/decorating, entertainment, events, food/drink, health/fitness/beauty, performing arts, travel. Interested in seasonal. Model release required. Photo captions required. **Limited to Chicago-area freelance photographers.**

Specs Uses glossy color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF files at 300 dpi.

Making Contact & Terms Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Credit line given. Buys one-time rights, first rights, all rights; negotiable.

\$ WESTERN HORSEMAN

P.O. Box 7980, Colorado Springs CO 80933. (719)633-5524. Fax: (719)633-1392. E-mail: edit@westernhorseman.com. Web site: www.westernhorseman.com. **Contact:** A.J. Mangum, editor. Circ. 211,000. Estab. 1936. Monthly magazine. Readers are active participants in Western horse activities, including pleasure riders, ranchers, breeders and riding club members.

Needs Articles and photos must have a strong horse angle, slanted towards the Western rider—rodeos, shows, ranching, stable plans, training. "We buy 35mm color slides for our annual cowboy calendar. Slides must depict ranch cowboys/cowgirls at work." Model/property release preferred. Photo captions required; include name of subject, date, location.

Specs Prefers 35mm color slides or high-res digital images. Send digital images via CD, DVD as TIFF files at 300 dpi. "We can sometimes use color prints if they are of excellent quality."

Making Contact & Terms Submit material by mail for consideration. Pays \$300-500 for color cover; \$50-100 for color inside. For the calendar, pays \$125-225/slide. Buys one-time rights; negotiable.

Tips "In all prints, photos and slides, subjects must be dressed appropriately. Baseball caps, T-shirts, tank tops, shorts, tennis shoes, bare feet, etc., are unacceptable."

\$ \$ WESTERN OUTDOORS, The Magazine of Western Sportfishing

Western Outdoors Publications, P.O. Box 73370, San Clemente CA 92673. (949)366-0030. Fax: (949)366-0804. E-mail: woutdoors@aol.com. **Contact:** Lew Carpenter, editor. Circ. 100,000. Estab. 1961. Magazine published

9 times/year. Emphasizes fishing and boating "for Far West states." Sample copy free. Editorial and photo guidelines free with SASE.

Needs Uses 80-85 photos/issue; 70% supplied by freelancers; 80% comes from assignments, 25% from stock. Needs photos of fishing in California, Oregon, Washington, Baja. "We are moving toward 100% 4-color books, meaning we are buying only color photography. A special subject need will be photos of boat-related fishing, particularly small and trailerable boats and trout fishing cover photos." Most photos purchased with accompanying manuscript. Model/property release preferred for women and men in brief attire. Photo captions required.

Specs Uses 35mm transparencies. Accepts images in digital format.

Making Contact & Terms Query or send photos with SASE for consideration. Responds in 3 weeks. Pays \$50-150 for color inside; \$300-400 for color cover; \$400-600 for text/photo package. **Pays on acceptance.** Buys one-time rights for photos only; first North American serial rights for articles; electronic rights are negotiable.

Tips "Submissions should be of interest to Western fishermen, and should include a 1,120- to 1,500-word manuscript; a Trip Facts Box (where to stay, costs, special information); photos; captions; and a map of the area. Emphasis is on fishing how-to, somewhere-to-go. Submit seasonal material 6 months in advance. Query only; no unsolicited manuscripts. Make your photos tell the story, and don't depend on captions to explain what is pictured. Avoid 'photographic clichés' such as 'dead fish with man.' Get action shots, live fish. In fishing, we seek individual action or underwater shots. For cover photos, use vertical format composed with action entering picture from right; leave enough left-hand margin for cover blurbs, space at top of frame for magazine logo. Add human element to scenics to lend scale. Get to know the magazine and its editors. Ask for the year's editorial schedule (available through advertising department), and offer cover photos to match the theme of an issue. In samples, looks for color saturation, pleasing use of color components; originality, creativity; attractiveness of human subjects, as well as fish; above all—sharp, sharp, sharp focus! Send duplicated transparencies as samples, but be prepared to provide originals."

\$\$\$ WFM: WOODMEN OF THE WORLD FRATERNAL MAGAZINE

(formerly *Woodmen Magazine*), Woodmen Tower, 1700 Farnam St., Omaha NE 68102. (402)342-1890. Fax: (402)271-7269. E-mail: service@woodmen.com. Web site: www.woodmen.org. **Contact:** Billie Jo Foust, editor. Circ. 480,000. Estab. 1890. Quarterly magazine published by Woodmen of the World/Omaha Woodmen Life Insurance Society. Emphasizes American family life. Sample copy and photo guidelines free.

Needs Buys 10-12 photos/year. Needs photos of the following themes: historic, family, insurance, humorous, photo essay/photo feature, human interest and health. Model release required. Photo captions preferred.

Specs Uses 8 x 10 glossy b&w prints on occasion; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies; for cover: 4 x 5 transparencies, vertical format preferred. Accepts images in digital format. Send high-res scans via CD.

Making Contact & Terms Send material by mail with SASE for consideration. Responds in 1 month. Previously published work OK. Pays \$500-600 for cover; \$250 minimum for color inside. **Pays on acceptance.** Credit line given on request. Buys one-time rights.

Tips "Submit good, sharp pictures that will reproduce well."

\$\$\$ S WHISPER IN THE WOODS NATURE JOURNAL

Turning Leaf Products, LLC, P.O. Box 1014, Traverse City MI 49685. (231)943-0153. Fax: (866)943-0153. E-mail: editor@whisperinthewoods.com. Web site: www.whisperinthewoods.com. **Contact:** Kimberli Bindschattel. Circ. 10,000. Quarterly. "For nature lovers interested in the appreciation of the beauty of nature." Sample copy available for \$8, includes shipping. Photo guidelines available on Web site.

Needs All nature.

Specs Uses slides. Accepts images in digital format. Send JPEGs for review; will require high-res files for publication. Photo captions required; include title of image with subject matter.

Making Contact & Terms "No e-mails, please. Send letter with samples in the mail." Pays \$100 maximum for cover. Pays \$20 minimum-\$200 maximum for inside. Pays on publication. Buys one-time rights.

Tips "Please send bodies of work on a particular subject or theme."

\$\$\$ WHOLE LIFE TIMES

Conscious Enlightenment, LLC, 6464 W. Sunset Blvd., Suite 1080, Los Angeles CA 90028. (323)464-1285. Fax: (323)464-8838. E-mail: graphics@wholelifetimes.com. Web site: www.wholelifetimes.com. Circ. 58,000. Estab. 1979. Local southern California magazine emphasizing alternative health, personal growth, environment, progressive politics, spirituality, social justice, food. Readers are 65% female, educated and active, average age 35-55. "Our approach is option-oriented, holistic, entertaining." Sample copy available for \$4 or on Web site.

Needs Buys 4-5 photos from freelancers/issue; 50 photos/year. Sometimes needs photos related to local environmental issues, food, celebrities in alignment with mission, progressive local politicians, social or political commentary cartoons, unusual beauty shots. Also seeking local photographers with unusual, edgy style. Reviews

photos with or without a manuscript. Model release required; ownership release required. "Almost all photos are by local assignment."

Specs Prefers images in digital format. Send via e-mail, CD, DVD as TIFF, EPS, JPEG files at 300 dpi. Also uses 8 × 10 glossy or matte color prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies.

Making Contact & Terms Send query letter with nonreturnable prints or digital files, photocopies, tearsheets, stock list. Provide business card to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Fees are negotiated for assignments. Stock usage fees comparable to online fees. Pays 30 days after publication. Credit line given "with photo and in masthead." Buys one-time rights and one-time electronic rights.

Tips "Our readers are sophisticated but not trendy. For more info on our niche, see www.culturalcreatives.com. Prefer vertical images for cover and require space for cover lines and masthead. Payscale is moderate. Great opportunity for exposure and expanding portfolio through our well-established, nationally recognized niche publication in business for 28 years. Send only your best work!"

\$\$\$ WINE & SPIRITS

2 W. 32nd St., Suite 601, New York NY 10001. (212)695-4660, ext. 15. Fax: (212)695-2920. E-mail: elenab@wineandspiritsmagazine.com. Web site: www.wineandspiritsmagazine.com. **Contact:** Elena Bessarabova, art director. Circ. 70,000. Estab. 1985. Bimonthly magazine. Emphasizes wine. Readers are male, ages 39-60, married, parents, \$70,000-plus income, wine consumers. Sample copy available for \$4.95; September and November special issues are \$6.50 each.

Needs Buys 0-30 photos from freelancers/issue; 0-180 photos/year. Needs photos of food, wine, travel, people. Photo captions preferred; include date, location.

Specs Accepts images in digital format. Send via SyQuest, Zip at 300 dpi.

Making Contact & Terms Submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks, if interested. Simultaneous submissions OK. Pays \$200-1,000/job. Pays on publication. Credit line given. Buys one-time rights.

\$ WISCONSIN SNOWMOBILE NEWS

P.O. Box 182, Rio WI 53960-0182. (920)992-6370. Fax: (920)992-6369. E-mail: wisnow@centurytel.net. Web site: www.awsc.org/magazine.htm. **Contact:** Cathy Hanson, editor. Circ. 35,000. Estab. 1969. Magazine published 7 times/year. Official publication of the Association of Wisconsin Snowmobile Clubs. Emphasizes snowmobiling. Sample copy free with 9 × 12 SAE and 4 first-class stamps.

Needs Buys very few stand-alone photos from freelancers. "Most photos are purchased in conjunction with a story (photo/text) package. Photos need to be Midwest region only!" Needs photos of family-oriented snowmobile action, posed snowmobiles, travel. Model/property release preferred. Photo captions preferred; include where, what, when.

Specs Uses 8 × 10 glossy color and/or b&w prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Digital files accepted at 300 dpi.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$10-50 for color photos. Pays on publication. Credit line given. Buys one-time rights, all rights; negotiable.

WORLD SPORTS & ENTERTAINMENT

Franklin Publishing Company, 2723 Steamboat Circle, Arlington TX 76006. (817)548-1124. E-mail: luotto@comcast.net. Web site: www.franklinpublishing.net. **Contact:** Dr. Ludwig Otto, publisher. Circ. 1,000. Estab. 1988. Quarterly trade and literary magazine; peer-reviewed, academic journal. Photo guidelines available on Web site.

Needs Needs photos of entertainment, sports. Reviews photos with or without a manuscript. Photo captions required.

Specs Uses glossy or matte color and/or b&w prints. Accepts images in digital format. Send via e-mail.

Making Contact & Terms Responds in 3 weeks. Simultaneous submissions and previously published work OK.

\$\$\$ WRITER'S DIGEST

F + W Publications, Inc., 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690, ext. 1483. Fax: (513)891-7153. E-mail: kathy.dezarn@fwpubs.com. Web site: www.writersdigest.com. **Contact:** Kathleen DeZarn, art director. Editor: Kristin Godsey. Circ. 175,000. Estab. 1920. Monthly consumer magazine. "Our readers write fiction, nonfiction, plays and scripts. They're interested in improving their writing skills and the ability to sell their work, and finding new outlets for their talents." Photo guidelines free with SASE or via e-mail.

Needs Buys about 1-2 photos from freelancers/issue; about 12-14 photos/year. Needs photos of education, hobbies, writing life, business concepts, product shots/still life. Other specific photo needs: photographers to shoot authors on location for magazine cover. Model/property release required. Photo captions required; include your copyright notice.

Specs Uses 8×10 color and/or digital (resizable) images. Accepts images in digital format if hired. Send via CD, Zip as TIFF, EPS, JPEG files at 300 dpi (at hire).

Making Contact & Terms Provide business card, self-promotion piece to be kept on file for possible future assignments. Keeps samples on file. Responds only if interested; send nonreturnable samples. Pays \$0-1,000 for color cover; \$0-600 for b&w inside. Pays when billed/invoiced. Credit line given. Buys one-time rights.

Tips "Please don't submit/re-submit frequently. We keep samples on file and will contact you if interested. Submissions are considered for other Writer's Digest publications as well. For stock photography, please include pricing/sizes of black & white usage if available."

☐ THE WYOMING COMPANION MAGAZINE

P.O. Box 1111, Laramie WY 82073-1111. (307)760-9649. Fax: (307)755-6366. E-mail: editor@wyomingcompanion.com. Web site: www.wyomingcompanion.com. **Contact:** Mick McLean, editor. Online magazine.

Needs Photos should be related to the state of Wyoming: scenics, recreation, people, Yellowstone and the Tetons, sunsets.

Making Contact & Terms Photographers retain copyright.

Tips "Photographers should see Web site for more information."

YACHTING MAGAZINE

Time4Media, a division of Time, Inc., 18 Marshall St., Suite 114, South Norwalk CT 06854-2237. (203)299-5900. Fax: (203)299-5901. Web site: www.yachtingnet.com. **Contact:** David Pollard, art director. Circ. 132,000. Estab. 1907. Monthly magazine addressing the interests of both sail and powerboat owners, with the emphasis on high-end vessels. Includes boating events, boating-related products, gear and how-to.

Making Contact & Terms Send query letter with tearsheets. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays on publication. Buys first rights.

Tips "Read the magazine, and have a presentable portfolio."

\$ \$ ☐ YA YANKEE MAGAZINE

1121 Main St., Dublin NH 03444. (603)563-8111. Fax: (603)563-8252. Web site: www.yankeemagazine.com.

Contact: Heather Marcus, photo editor. Art Director: Leonard Loria. Circ. 500,000. Estab. 1935. Monthly magazine. Emphasizes general interest within New England, with national distribution. Readers are of all ages and backgrounds; majority are actually outside of New England. Sample copy available for \$1.95. Photo guidelines free with SASE or on Web site.

Needs Buys 56-80 photos from freelancers/issue; 672-960 photos/year. Needs photos of landscapes/scenics, wildlife, gardening, interiors/decorating. "Always looking for outstanding photo essays or portfolios shot in New England." Model/property release preferred. Photo captions required; include name, locale, pertinent details.

Making Contact & Terms Submit portfolio for review. Keeps samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$800-1,000 for color cover; \$150-700 for color inside. Credit line given. Buys one-time rights; negotiable.

Tips "Submit only top-notch work. Submit the work you love. Prefer to see focused portfolio, even of personal work, over general 'I can do everything' type of books."

\$ ☐ YOUTH RUNNER MAGAZINE

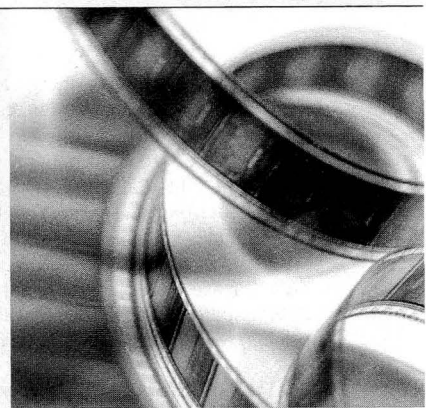
P.O. Box 1156, Lake Oswego OR 97035. (503)236-2524. Fax: (503)620-3800. E-mail: dank@youthrunner.com. Web site: www.youthrunner.com. **Contact:** Dan Kesterson, editor. Circ. 100,000. Estab. 1996. Quarterly magazine. Emphasizes track, cross country and road racing for young athletes, ages 8-18. Photo guidelines available on Web site.

Needs Uses 30-50 photos/issue. Also uses photos on Web site daily. Needs action shots from track, cross country and indoor meets. Model release preferred; property release required. Photo captions preferred.

Specs Accepts images in digital format only. Send via e-mail or CD.

Making Contact & Terms Send unsolicited photos by e-mail for consideration. Responds to e-mail submissions immediately. Simultaneous submissions OK. Pays \$25 minimum. Credit line given. Buys electronic rights, all rights.

Newspapers & Newsletters



When working with newspapers, always remember that time is of the essence. Newspapers have various deadlines for each of their sections. An interesting feature or news photo has a better chance of getting in the next edition if the subject is timely and has local appeal. Most of the markets in this section are interested in regional coverage. Find publications near you and contact editors to get an understanding of their deadline schedules.

More and more newspapers are accepting submissions in digital format. In fact, most newspapers prefer digital images. However, if you submit to a newspaper that still uses film, ask the editors if they prefer certain types of film or if they want color slides or black & white prints. Many smaller newspapers do not have the capability to run color images, so black & white prints are preferred. However, color slides can be converted to black & white. Editors who have the option of running color or black & white photos often prefer color film because of its versatility.

Although most newspapers rely on staff photographers, some hire freelancers as stringers for certain stories. Act professionally and build an editor's confidence in you by supplying innovative images. For example, don't get caught in the trap of shooting "grip-and-grin" photos when a corporation executive is handing over a check to a nonprofit organization. Turn the scene into an interesting portrait. Capture some spontaneous interaction between the recipient and the donor. By planning ahead you can be creative.

When you receive assignments, think about the image before you snap your first photo. If you are scheduled to meet someone at a specific location, arrive early and scout around. Find a proper setting or locate some props to use in the shoot. Do whatever you can to show the editor you are willing to make that extra effort.

Always try to retain resale rights to shots of major news events. High news value means high resale value, and strong news photos can be resold repeatedly. If you have an image with national appeal, search for larger markets, possibly through the wire services. You also may find buyers among national news magazines such as *Time* or *Newsweek*.

While most newspapers offer low payment for images, they are willing to negotiate if the image will have a major impact. Front-page artwork often sells newspapers, so don't underestimate the worth of your images.

\$\$\$ AMERICAN SPORTS NETWORK

Box 6100, Rosemead CA 91770. (626)292-2200. Web site: www.fitnessamerica.com or www.musclemania.com.

Contact: Louis Zwick, president. Associate Producer: Ron Harris. Circ. 873,007. Publishes 4 newspapers covering "general collegiate, amateur and professional sports, i.e., football, baseball, basketball, wrestling, boxing, powerlifting and bodybuilding, fitness, health contests, etc." Also publishes special bodybuilder annual calendar, collegiate and professional football pre-season and post-season editions.

Needs Buys 10-80 photos from freelancers/issue for various publications. Needs "sport action, hard-hitting contact, emotion-filled photos." Model release preferred. Photo captions preferred.

Audiovisual Needs Uses film and video.

Making Contact & Terms Send 8 × 10 glossy b&w prints, 4 × 5 transparencies, video demo reel, or film work by mail for consideration. Include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 week. Simultaneous submissions and previously published work OK. Pays \$1,400 for color cover; \$400 for b&w inside; negotiates rates by the job and hour. Pays on publication. Buys first North American serial rights.

📰 AQUARIUS

1035 Green St., Roswell GA 30075. (770)641-9055. Fax: (770)641-8502. E-mail: aquarius-editor@mindspring.com. Web site: www.aquarius-atlanta.com. **Contact:** Gloria Parker, publisher. Circ. 50,000; online readership of 110,000. Estab. 1991. Monthly newspaper. Emphasizes "New Age, metaphysical, holistic health, alternative religion; environmental audience primarily middle-aged, college-educated, computer-literate, open to exploring new ideas." Sample copy available for SASE.

Needs "We use photos of authors, musicians, and photos that relate to our articles, but we have no budget to pay photographers at this time. We offer byline in paper, Web site, and copies." Needs photos of New Age and holistic health, celebrities, multicultural, environmental, religious, adventure, entertainment, events, health/fitness, performing arts, travel, medicine, technology, alternative healing processes. Interested in coverage on environmental issues, genetically altered foods, photos of "anything from Sufi Dancers to Zen Masters." Model/property release required. Photo captions required; include photographer's name, subject's name, and description of content.

Specs Uses color and b&w photos. Accepts images in digital format. Send via Zip, e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send query letter with photocopies and/or tearsheets, or e-mail samples with cover letter. Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Pays in copies, byline with contact info (phone number, e-mail address published if photographer agrees).

\$\$\$ ARCHAEOLOGY

2660 Petersborough St., Herndon VA 20171. E-mail: shannonaswriter@yahoo.com. Estab. 1998. Quarterly magazine. Photo guidelines available via e-mail.

Needs Buys 12 photos from freelancers/issue; 48-72 photos/year. Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, events, food/drink, sports, travel, agriculture, medicine, military, political, product shots/still life, science, technology—as related to archaeology. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Wants photos of archaeology sites and excavations in progress. "Would like photographs of artifacts and Paleobiology." Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. "If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs sent to *Archaeology* is acceptable." Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. "A photograph or two sent with CD is requested but not required. Illustrations and artwork are also accepted." Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

📰 \$\$\$ CHARLES BEENE NEWS

12510 33rd Ave. NE, Suite 300, Seattle WA 98125. (206)367-2420. Fax: (206)367-2636. **Contact:** Dick Stephens, president. Circ. 15,800. Estab. 1985. Publication of United States Slow-pitch Softball Association (USSSA). Tabloid published 8 times/year. Emphasizes slow-pitch softball. Readers are men and women, ages 13-70. Sample copy available for 10 × 14 SASE and \$2. Photo guidelines free with SASE.

Needs Buys 9-28 photos from freelancers/issue; 81-252 photos/year. Needs photos of celebrities, children/teens, multicultural, families, parents, stills and action softball shots. Special photo needs include products, tournaments, general, etc. Model/property release preferred for athletes. Photo captions required.

Specs Uses color and b&w prints.

Making Contact & Terms Send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Deadlines: 1st of every month. Keeps samples on file. Cannot return material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$10-30 for b&w cover; \$10-25 for b&w inside; \$10-30 for color inside; \$10-25 for color page rate; \$10-25 for b&w page rate. Pays on publication. Credit line given. Rights negotiable.

Tips Looking for good sports action and current stock of subjects. "Keep sending us recent work and call periodically to check in."

CAPPER'S

1503 SW 42nd St., Topeka KS 66609-1265. (800)678-5779, ext. 4348. Fax: (800)274-4305. E-mail: cappers@cappers.com. Web site: www.cappers.com. **Contact:** Ms. K.C. Compton, editor-in-chief. Circ. 120,000. Estab. 1879. Biweekly tabloid. Emphasizes human-interest subjects. Readers are Midwesterners in small towns and on rural routes. Sample copy available for \$4; contact Customer Care toll-free at (800)678-4883 for details.

Needs Buys 1-3 photos from freelancers/issue; 26-72 photos/year. "We make no photo assignments. We select freelance photos with specific issues in mind." Needs photos of "human-interest activities, nature (scenic), etc., in bright primary colors. We often use photos tied to the season, a holiday, or an upcoming event of general interest." Photo captions required.

Specs Uses 35mm color slides or larger transparencies. Accepts images in digital format. Send via CD; "Images should be JPEGs at least 6 inches wide, with a resolution of no less than 300 dpi. Include a hard-copy sheet of thumbnails."

Making Contact & Terms "Send for guidelines and a sample copy. Study the types of photos in the publication, then send a sheet of 10-20 samples with caption material for our consideration. Although we do most of our business by mail, a phone number is helpful in case we need more caption information. Phone calls to try to sell us on your photos don't really help." Reporting time varies. Pays \$40 for color cover photo; \$10-30 for color inside; \$5-15 for b&w inside. Pays on publication. Credit line given. Buys shared rights.

Tips "We're looking for photos of everyday people doing everyday activities. If the photographer can present this in a pleasing manner, these are the photos we're most likely to use. Seasonal shots are appropriate for *Capper's*, but they should be natural, not posed. We steer clear of dark, mood shots; they don't reproduce well on newsprint. Most of our readers are small-town or rural Midwesterners, so we're looking for photos with which they can identify. Although our format is tabloid, we don't use celebrity shots and won't devote an area much larger than approximately 5×6 (inside) or 8×7 (cover) to one photo."

CATHOLIC SENTINEL

P.O. Box 18030, Portland OR 97218. (503)281-1191. Fax: (503)460-5496. E-mail: sentinel@ocp.org. Web site: www.sentinel.org. Circ. 12,500. Estab. 1870. Weekly newspaper. "We are the newspaper for the Catholic community in Oregon." Sample copies available for 9×12 SAE with \$1.06 first-class postage. Photo guidelines available via e-mail.

Needs Buys 15 photos from freelancers/issue; 800 photos/year. Needs photos of religious and political subjects. Interested in seasonal. Model/property release preferred. Photo captions required; include names of people shown in photos, spelled correctly.

Specs Prefers images in digital format. Send via e-mail or FTP as TIFF or JPEG files at 300 dpi. Also uses 5×7 glossy or matte color and b&w prints; 35mm 2×2, 4×5, 8×10 transparencies.

Making Contact & Terms Send query letter with résumé and tearsheets. Portfolio may be dropped off every Thursday. Keeps samples on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$60-75 for single shot; \$90-125 for 5 shots; \$150-200 for 12 shots. Pays on publication or on receipt of photographer's invoice. Credit line given. Buys first rights and electronic rights.

Tips "We use photos to illustrate editorial material, so all photography is on assignment. Basic knowledge of Catholic Church (e.g., don't climb on the altar) is a big plus. Send accurately spelled cutlines. Prefer images in digital format."

CHILDREN'S DEFENSE FUND

25 E St. NW, Washington DC 20001. (202)628-8787. Fax: (202)662-3550. Web site: www.childrensdefense.org. **Contact:** Elizabeth Alesbury, managing editor. Children's advocacy organization.

Needs Buys 20 photos/year. Buys stock and assigns work. Wants to see photos of children of all ages and ethnicity—serious, playful, poor, middle class, school setting, home setting and health setting. Subjects include babies/children/teens, families, education, health/fitness/beauty. Some location work. Domestic photos only. Model/property release required.

Specs Uses b&w and some color prints. Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 300 dpi or better.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Keeps photocopy samples on file. Previously published work OK. Responds in 2 weeks. Pays \$50-75/hour; \$125-500/day; \$50-150 for b&w photos. Pays on usage. Credit line given. Buys one-time rights; occasionally buys all rights.

Tips Looks for "good, clear focus, nice composition, variety of settings and good expressions on faces."

THE CHURCH OF ENGLAND NEWSPAPER

Central House, 142 Central St., London EC1V 8AR United Kingdom. (44)7417-5800. Fax: (44)7216-6410. E-mail: colin.blakely@churchnewspaper.com. Web site: www.churchnewspaper.com. **Contact:** Colin Blakely, editor. Circ. 12,000. Estab. 1828. Weekly religious newspaper. Sample copies available.

Needs Buys 2-3 photos from freelancers/issue; 100 photos/year. Needs political photos. Reviews photos with or without a manuscript. Photo captions required.

Specs Uses glossy color prints; 35mm transparencies.

Making Contact & Terms Does not keep samples on file; include SASE for return of material. Responds in 1 month to queries. Responds only if interested; send nonreturnable samples. Pays on publication. Credit line given. Buys one-right rights.

THE CLARION-LEDGER

201 S. Congress St., Jackson MS 39205. (601)961-7073. E-mail: ctodd@clarionledger.com. Web site: www.clarionledger.com. **Contact:** Chris Todd, photo director. Circ. 95,000. Daily newspaper. Emphasizes photojournalism: news, sports, features, fashion, food and portraits. Readers are in a very broad age range of 18-70 years; male and female. Sample copies available.

Needs Buys 1-5 photos from freelancers/issue; 365-1,825 photos/year. Needs news, sports, features, portraits, fashion and food photos. Special photo needs include food and fashion. Model release required. Photo captions required.

Specs Uses 8×10 matte b&w and/or color prints; 35mm slides/color negatives. Accepts images in digital format. Send via CD, e-mail as JPEG files at 200 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 week. Pays \$25-50 for b&w cover; \$50-100 for color cover; \$25 for b&w inside; \$20-50/hour; \$150-400/day. Pays on publication. Credit line given. Buys one-time or all rights; negotiable.

FISHING AND HUNTING NEWS

P.O. Box 3010, Bothell WA 98041. (360)282-4200. Fax: (360)282-4270. E-mail: staff@fishingandhuntingnews.com. Web site: www.fhnews.com. **Contact:** John Marsh, managing editor. Published 24 times/year. Emphasizes fishing and hunting locations, how-to material and new products for hunters and fishermen. Circ. 85,000. Sample copy and photo guidelines free.

Needs Buys 300 or more photos/year. Needs photos of successful fishers and hunters with their fish or game. Model release required. Photo captions required.

Specs Uses slide-size transparencies and snapshot-size b&w prints. Accepts images in digital format. Send via CD, e-mail at 300 dpi.

Making Contact & Terms Send samples of work with SASE for consideration. Responds in 4 weeks. Pays \$50 for color cover; \$10 for b&w inside; \$10 for color inside. Pays on publication. Credit line given. Buys all rights, but may reassign to photographer after publication.

Tips Looking for fresh, timely approaches to fishing and hunting subjects. Query for details of special issues and topics. "We need newsy photos with a fresh approach. Looking for near-deadline photos from Michigan, New York, Pennsylvania, New Jersey, Ohio, Illinois, Wisconsin, Oregon, California, Utah, Idaho, Wyoming, Montana, Colorado and Washington (sportsmen with fish or game)."

FULTON COUNTY DAILY REPORT

Dept. PM, 190 Pryor St. SW, Atlanta GA 30303. (404)521-1227. Fax: (404)659-4739. E-mail: jbennitt@alm.com. Web site: www.dailyreportonline.com. **Contact:** Jason R. Bennitt, art director. Daily newspaper (5 times/week). Emphasizes legal news and business. Readers are male and female professionals, involved in legal field, court system, legislature, etc. Sample copy available for \$1 with 9¾×12¾ SAE and 6 first-class stamps.

Needs Buys 1-2 photos from freelancers/issue; 260-520 photos/year. Needs informal environmental photographs of lawyers, judges and others involved in legal news and business. Some real estate, etc. Photo captions preferred; include complete name of subject and date shot, along with other pertinent information. Two or more people should be identified from left to right.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 200-600 dpi.

Making Contact & Terms Submit portfolio for review—call first. Send query letter with list of stock photo subjects. Mail or e-mail samples. Keeps samples on file. Responds in 1 month. Simultaneous submissions and previously published work OK. "Freelance work generally done on an assignment-only basis." Pays \$75-100 for color cover; \$50-75 for color inside. Credit line given.

Tips Wants to see ability with "casual, environmental portraiture, people—especially in office settings, urban environment, courtrooms, etc.—and photojournalistic coverage of people in law or courtroom settings." In general, needs "competent, fast freelancers from time to time around the state of Georgia who can be called in at the last minute. We keep a list of them for reference. Good work keeps you on the list." Recommends that "when shooting for *FCDR*, it's best to avoid law-book-type photos if possible, along with other overused legal clichés."

GRAND RAPIDS BUSINESS JOURNAL

Gemini Publications, 549 Ottawa Ave. NW, Suite 201, Grand Rapids MI 49503. (616)459-4545. Fax: (616)459-4800. E-mail: production@geminipub.com. Web site: www.grbj.com. **Contact:** Kelly J. Nugent, art coordinator. Circ. 6,000. Estab. 1983. Weekly tabloid. Emphasizes West Michigan business community. Sample copy available for \$1.

Needs Buys 5-10 photos from freelancers/issue; 520 photos/year. Needs photos of local community, manufacturing, world trade, stock market, etc. Model/property release required. Photo captions required.

Making Contact & Terms Send query letter with résumé of credits, stock list. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$40 for inside shot; cover negotiable. Pays on publication. Credit line given. Buys one-time rights and first North American serial rights; negotiable.

HARD HAT NEWS

Lee Publications, P.O. Box 121, Palatine Bridge NY 13428. (518)673-3237. Fax: (518)673-2381. E-mail: hrieser@leepub.com. Web site: www.hardhat.com. **Contact:** Holly Rieser, editor. Circ. 60,000. Estab. 1970. Biweekly trade newspaper for heavy construction. Readership includes owners, managers, senior construction trades. Photo guidelines available via e-mail only.

Needs Buys 12 photos from freelancers/issue; 280 photos/year. Specific photo needs: heavy construction in progress, construction people. Reviews photos with accompanying manuscripts only. Property release preferred. Photo captions required.

Specs "Only hi-res digital photographs accepted." Send via e-mail as JPEG files at 300 dpi.

Making Contact & Terms "E-mail only." Responds in 1 week to queries. Simultaneous submissions OK. Pays \$60 minimum for color cover; \$15 minimum for b&w inside. Pays on publication. Credit line given. Buys first rights.

Tips "Include caption and brief explanation of what picture is about."

THE LAWYERS WEEKLY

123 Commerce Valley Dr. E., Suite 700, Markham ON L3T 7W8 Canada. (905)479-2665. Fax: (905)479-2826. E-mail: jean.cumming@lexisnexis.ca. Web site: www.thelawyersweekly.ca. **Contact:** Jean Cumming, managing editor. Circ. 20,300. Estab. 1983. Weekly newspaper. Emphasizes law. Readers are male and female lawyers and judges, ages 25-75. Sample copy available for \$8. Photo guidelines free with SASE.

Needs Uses 12-20 photos/issue; 5 supplied by freelancers. Needs head shots of lawyers and judges mentioned in stories, as well as photos of legal events.

Specs Accepts images in digital format. Send as JPEG, TIFF files.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Deadlines: 1- to 2-day turnaround time. Does not keep samples on file; include SASE for return of material. Responds only when interested. **Pays on acceptance.** Credit line not given.

Tips "We need photographers across Canada to shoot lawyers and judges on an as-needed basis. Send a résumé, and we will keep your name on file. Mostly black-and-white work."

THE LOG NEWSPAPER

17782 Cowan, Suite A, Irvine CA 92614. (949)660-6150 or (800)873-7327. Fax: (949)660-6172. E-mail: jane@goboaing.com. Web site: www.thelog.com. **Contact:** Jane Hascher, editor. Circ. 56,500. Estab. 1971. Biweekly newspaper. Emphasizes recreational boating.

Needs Buys 15-18 photos from freelancers/issue; 390-468 photos/year. Needs photos of marine-related, historic sailing vessels, sailing/boating in general. Photo captions required; include location, name and type of boat, owner's name, race description if applicable.

Specs Accepts images in digital format. Send via e-mail as TIFF, EPS, JPEG files at 300 dpi or greater.

Making Contact & Terms Simultaneous submissions and previously published work OK. Pays \$75 for color cover; \$25 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips "We want timely and newsworthy photographs! We always need photographs of people enjoying boating, especially power boating. Ninety-five percent of our images are of California subjects."

\$ MILL CREEK VIEW

16212 Bothell-Everett Hwy., Suite F-313, Mill Creek WA 98012-1219. (425)357-0549. Fax: (425)357-1639. **Contact:** F.J. Fillbrook, publisher. Newspaper.

Needs Photos for news articles and features. Photo captions required.

Specs Uses b&w and color prints.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file; include SASE for return of material. Responds in 1 month. Pays \$10-25 for photos. Pays on publication. Credit line given.

\$ NATIONAL MASTERS NEWS

P.O. Box 50098, Eugene OR 97405. (541)343-7716. Fax: (541)345-2436. E-mail: NatMaNews@aol.com. Web site: www.nationalmastersnews.com. **Contact:** Suzy Hess, publisher; Jerry Wojcik, editor. Circ. 8,000. Estab. 1977. Monthly tabloid. Official world and U.S. publication for Masters (ages 30 and over)—track and field, long distance running, and race walking. Sample copy free with 9×12 SASE.

Needs Uses 25 photos/issue; 30% assigned and 70% from freelance stock. Needs photos of Masters athletes (men and women over age 30) competing in track and field events, long distance running races or racewalking competitions. Photo captions required.

Making Contact & Terms Send any size matte or glossy b&w prints by mail for consideration; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$25 for cover; \$8 for inside. Pays on publication. Credit line given. Buys one-time rights.

\$ \$ NEW YORK TIMES MAGAZINE

229 W. 43rd St., New York NY 10036. (212)556-7434. E-mail: magphoto@nytimes.com. **Contact:** Kathy Ryan, photo editor. Circ. 1.8 million. Weekly newspaper.

Needs Number of freelance photos purchased varies. Model release required. Photo captions required.

Making Contact & Terms "Please Fed Ex all submissions." Include SASE for return of material. Responds in 1 week. Pays \$345 for full page; \$260 for half page; \$230 for quarter page; \$400/job (day rates); \$750 for color cover. **Pays on acceptance.** Credit line given. Buys one-time rights.

THE NEW YORK TIMES ON THE WEB

The New York Times, 500 7th Ave., New York NY 10018. E-mail: brentm@nytimes.com. Web site: www.nytimes.com. **Contact:** Brent Murray, producer. Circ. 1.3 million. Daily newspaper. "Covers breaking news and general interest." Sample copy available for SAE or on Web site.

Needs Needs photos of celebrities, architecture, cities/urban, gardening, interiors/decorating, industry, medicine, military, political, product shots/still life, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, performing arts, sports, travel, alternative process, avant garde, documentary, fashion/glamour, fine art, breaking news. Model release required. Photo captions required.

Specs Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files.

Making Contact & Terms E-mail query letter with link to photographer's Web site. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds in 1-2 weeks to queries. Simultaneous submissions OK. Pays on publication. Credit line given. Buys one-time rights and electronic rights.

\$ PACKER REPORT

2121 S. Oneida St., Green Bay WI 54304. (920)497-7225. Fax: (920)497-7227. E-mail: packrepted@aol.com. Web site: www.packerreport.com. **Contact:** Todd Korth, editor. Circ. 30,000. Estab. 1973. Monthly tabloid (published 10 times/year). Emphasizes Green Bay Packer football. Readers are 94% male, all occupations, all ages. Sample copy free with SASE and 3 first-class stamps.

Making Contact & Terms Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Does not keep samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$50 for color cover; \$20 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

\$ PITTSBURGH CITY PAPER

650 Smithfield St., Suite 2200, Pittsburgh PA 15222. (412)316-3342. Fax: (412)316-3388. E-mail: lcunning@steelcitymedia.com. Web site: www.pghcitypaper.com. **Contact:** Lisa Cunningham, art director. Editor: Chris Potter.

Circ. 80,000. Estab. 1991. Weekly tabloid. Emphasizes Pittsburgh arts, news, entertainment. Readers are active, educated adults, ages 29-54, with disposable incomes. Sample copy free with 12×15 SASE.

Needs Occasionally uses freelancers as needed. Most photography is digital. Model/property release preferred. Photo captions preferred. "We can write actual captions, but we need all the pertinent facts."

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Does not keep samples on file; include SASE for return of material. Responds in 2 weeks. Previously published work OK. Pays \$25-125/job. Pays on publication. Credit line given.

Tips Provide "something beyond the sort of shots typically seen in daily newspapers. Consider the long-term value of exposing your work through publication. In negotiating prices, be honest about your costs, while remembering there are others competing for the assignment. Be reliable and allow time for possible re-shooting to end up with the best pic possible."

STREETPEOPLE'S WEEKLY NEWS (Homeless Editorial)

P.O. Box 270942, Dallas TX 75227-0942. E-mail: sw_n@yahoo.com. **Contact:** Lon G. Dorsey, Jr., publisher. Estab. 1990. Newspaper. Sample copy available by sending \$5 to cover immediate handling (same day as received) and postage. Includes photo guidelines package now required. "Also contains information about our homeless television show and photo gallery."

- SWN wishes to establish relationships with professionals interested in homeless issues. "Photographers may be certified by SWN by submitting \$25 check or money order and samples of work. Photographers needed in every metropolitan city in U.S."

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, cities/urban, education, pets, religious, rural, events, food/drink, health/fitness, hobbies, humor, political, technology/computers. Interested in alternative process, documentary, fine art, historical/vintage, seasonal. Subjects include: photojournalism on homeless or street people. Model/property release required. "All photos must be accompanied by signed model releases." Photo captions required.

Specs Accepts images in digital format. Send via CD, e-mail as GIF, JPEG files.

Making Contact & Terms "Hundreds of photographers are needed to show national state of America's homeless." Send unsolicited photos by mail for consideration with SASE for return. Responds promptly. Pays \$15-450 for cover; \$15-150 for inside. Pays extra for electronic usage (negotiable). Pays on acceptance or publication. Credit line sometimes given. Buys all rights; negotiable.

Tips In freelancer's samples, wants to see "professionalism, clarity of purpose, without sex or negative atmosphere which could harm purpose of paper." The trend is toward "kinder, gentler situations, the 'let's help our fellows' attitude." To break in, "find out what we're about so we don't waste time with exhaustive explanations. We're interested in all homeless situations. Inquiries not answered without SASE. **All persons interested in providing photography should get registered with us.** Now using 'Registered photographers and Interns of SWN' for publishing and upcoming Internet worldwide awards competition. Info regarding competition is outlined in SWN's photo guidelines package. Photographers not registered will not be considered due to the continuous sending of improper materials, inadequate information, wasted hours of screening matter, etc. **If you don't wish to register with us, please don't send anything for consideration.** You'll find that many professional pubs are going this way to reduce the materials management pressures which have increased. We are trying something else new—salespeople who are also photographers. So, if you have a marketing/sales background with a photo kicker, contact us!"

SUN

1000 American Media Way, Boca Raton FL 33464-1000. (561)989-1154. Fax: (561)989-1395. **Contact:** Ann Charles, photo editor. Weekly tabloid. Readers are housewives, college students, middle Americans. Sample copy free with extra-large SAE and \$1.70 postage.

Needs Buys 30 photos from freelancers/issue; 1,560 photos/year. Wants varied subjects: prophecies and predictions, amazing sightings (i.e., Jesus, Elvis, angels), stunts, unusual pets, health remedies, offbeat medical, human interest, inventions, spectacular sports action; offbeat pics and stories; and celebrity photos. "Also—we are always in need of interesting, offbeat, humorous stand-alone pics." Model release preferred. Photo captions preferred.

Specs Uses 8×10 b&w prints; 35mm transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with stock list and samples. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$150-250/day; \$150-250/job; \$75 for b&w cover; \$125-200 for color cover; \$50-125 for b&w inside; \$125-200 for color inside. Pays on publication. Buys one-time rights.

Tips "We are specifically looking for the unusual, offbeat, freakish true stories and photos. *Nothing* is too far out for consideration. We suggest you send for a sample copy and take it from there."

THE SUNDAY POST

D.C. Thomson & Co. Ltd., 2 Albert Square, Dundee DD1 9QJ Scotland. (44)(1382)223131. Fax: (44)(1382)201064. E-mail: mail@sundaypost.com. Web site: www.sundaypost.com. **Contact:** Alan Morrison, picture editor. Circ. 481,000. Estab. 1919. Weekly family newspaper.

Needs Needs photos of "UK news, news involving Scots," sports. Other specific needs: news pictures from the UK, especially Scotland. Reviews photos with accompanying manuscript only. Model/property release preferred. Photo captions required; include contact details, subjects, date.

Specs Accepts images in digital format. Send via e-mail as JPEG files at "minimum 5MB open."

Making Contact & Terms Send query letter with tearsheets, stock list. Does not keep samples on file; include SASE for return of material. Responds in 2 weeks to queries. Simultaneous submissions OK. Pays \$125-150 for b&w or color cover; \$100-125 for b&w or color inside. Pays on publication. Credit line not given. Buys all rights; negotiable.

Tips "Offer pictures by e-mail before sending. Make sure the daily papers aren't running the story first."

SYRACUSE NEW TIMES

1415 W. Genesee St., Syracuse NY 13204. (315)422-7011. Fax: (315)422-1721. Web site: www.syracusenewtimes.com. **Contact:** Molly English, editor-in-chief. Circ. 46,000. Estab. 1969. Weekly newspaper covering alternative arts and entertainment. Sample copy available for 8 x 10 SAE with first-class postage.

Needs Buys 1 photo from freelancers/issue; 30-40 photos/year. Needs photos of performing arts. Interested in alternative process, fine art, seasonal. Reviews photos with or without a manuscript. Model/property release required. Photo captions required; include names of subjects.

Specs Uses 5 x 7 b&w prints; 35mm transparencies.

Making Contact & Terms Send query letter with résumé, stock list. Does not keep samples on file; include SASE for return of material. Responds in 6 weeks. Responds only if interested; send nonreturnable samples. Previously published work OK. Pays \$100-200 for color cover; \$25-40 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Realize the editor is busy and responds as promptly as possible."

\$\$\$ TORONTO SUN PUBLISHING

333 King St. E., Toronto ON M5A 3X5 Canada. (416)947-2399. E-mail: photoeditor@tor.sunpub.com. Web site: www.torontosun.com. **Contact:** Calvin Reynolds, research assistant. Circ. 180,000. Estab. 1971. Daily newspaper. Emphasizes sports, news and entertainment. Readers are 60% male, 40% female, ages 25-60. Sample copy free with SASE.

Needs Uses 30-50 photos/issue; occasionally uses freelancers (spot news pics only). Needs photos of Toronto personalities making news out of town. Also disasters, beauty, sports, fashion/glamour. Reviews photos with or without a manuscript. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail.

Making Contact & Terms Arrange a personal interview to show portfolio. Send any size color prints; 35mm transparencies; press link digital format. Deadline: 11 p.m. daily. Does not keep samples on file. Responds in 1-2 weeks. Simultaneous submissions and previously published work OK. Pays \$125-500 for color cover; \$50-500 for b&w inside. Pays on publication. Credit line given. Buys one-time and other negotiated rights.

Tips "The squeaky wheel gets the grease when it delivers the goods. Don't try to oversell a questionable photo. Return calls promptly."

\$VELONEWS: The Journal of Competitive Cycling

1830 N. 55th St., Boulder CO 80301-2700. (303)440-0601. Fax: (303)443-9919. Web site: www.velonews.com. **Contact:** Don Karle, photo editor. Paid circ. 55,000. Covers road racing, mountain biking and recreational riding. Sample copy free with 9 x 12 SAE and 4 first-class stamps.

Needs Uses photos of bicycle racing (road, mountain and track). "Looking for action and feature shots that show the emotion of cycling, not just finish-line photos with the winner's arms in the air." No bicycle touring. Photos purchased with or without accompanying manuscript. Uses news, features, profiles. Photo captions required.

Specs Uses negatives and transparencies.

Making Contact & Terms Send samples of work or tearsheets with assignment proposal. Query first. Responds in 3 weeks. Pays \$325 for color cover; \$24-72 for b&w inside; \$48-300 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Photos must be timely."

 VENTURA COUNTY REPORTER

Dept. PM, 700 E. Main St., Ventura CA 93001. (805)658-2244. Fax: (805)658-7803. E-mail: artdirector@vcreporter.com. Web site: www.vcreporter.com. **Contact:** Enrique Candiotti, art director. Circ. 35,000. Estab. 1977. Weekly tabloid newspaper.

Needs Uses 12-14 photos/issue; 40-45% supplied by freelancers. "We require locally slanted photos (Ventura County, CA)." Model release required.

Specs Accepts images in digital format. Send via e-mail or CD.

Making Contact & Terms Send sample b&w or color original photos; include SASE for return of material. Responds in 2 weeks. Simultaneous submissions OK. Pays \$150 for cover; \$25-40 for inside. Pays on publication. Credit line given. Buys one-time rights.

 THE WASHINGTON BLADE

1408 U St. NW, 2nd Floor, Washington DC 20009-3916. (202)797-7000. Fax: (202)797-7040. E-mail: news@washblade.com. Web site: www.washblade.com. **Contact:** Chris Crain, executive editor. Circ. 100,000. Estab. 1969. Weekly tabloid for and about the gay community. Readers are gay men and lesbians; moderate- to upper-level income; primarily Washington, DC, metropolitan area. Sample copy free with 9×12 SAE plus 11 first-class stamps.

• *The Washington Blade* stores images on CD; manipulates size, contrast, etc.—but not content.

Needs Uses about 6-7 photos/issue. Needs "gay-related news, sports, entertainment, events; profiles of gay people in news, sports, entertainment, other fields." Photos purchased with or without accompanying manuscript. Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via e-mail.

Making Contact & Terms Send query letter with résumé of credits. Provide résumé, business card and tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$10 fee to go to location, \$15/photo, \$5/reprint of photo; negotiable. Pays within 30 days of publication. Credit line given. Buys all rights when on assignment, otherwise one-time rights.

Tips "Be timely! Stay up-to-date on what we're covering in the news, and call if you know of a story about to happen in your city that you can cover. Also, be able to provide some basic details for a caption (*tell us what's happening, too*)." Especially important to "avoid stereotypes."

 WATERTOWN PUBLIC OPINION

P.O. Box 10, Watertown SD 57201. (605)886-6903. Fax: (605)886-4280. Web site: www.thepublicopinion.com. **Contact:** Jerry Steinley, editor. Circ. 15,000. Estab. 1887. Daily newspaper. Emphasizes general news of the region; state, national and international news. Sample copy available for 50¢.

Needs Uses up to 8 photos/issue. Reviews photos with or without a manuscript. Model release required. Photo captions required.

Specs Uses b&w or color prints. Accepts images in digital format. Send via CD.

Making Contact & Terms Send unsolicited photos by mail for consideration. Does not keep samples on file; include SASE for return of material. Responds in 1-2 weeks. Simultaneous submissions OK. Pays \$5-25 for b&w or color cover; \$5-25 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

 THE WESTERN PRODUCER

P.O. Box 2500, Saskatoon SK S7K 2C4 Canada. (306)665-3544. Fax: (306)934-2401. E-mail: newsroom@producer.com. Web site: www.producer.com. **Contact:** Terry Fries, news editor. Editor: Barb Glen. Circ. 70,000. Estab. 1923. Weekly newspaper. Emphasizes agriculture and rural living in western Canada. Photo guidelines free with SASE.

Needs Buys 5-8 photos from freelancers/issue; 260-416 photos/year. Needs photos of farm families, environmental, gardening, science, livestock, nature, human interest, scenic, rural, agriculture, day-to-day rural life and small communities. Interested in documentary. Model/property release preferred. Photo captions required; include person's name, location, and description of activity.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, PICT files at 300 dpi.

Making Contact & Terms Send material for consideration by mail or e-mail to the attention of the news editor; include SASE for return of material if sending by mail. Previously published work OK, "but let us know." Pays \$75-150 for b&w or color cover; \$60-80 for b&w or color inside; \$50-250 for text/photo package. Pays on publication. Credit line given. Buys one-time rights.

Tips Needs current photos of farm and agricultural news. "Don't waste postage on abandoned, derelict farm buildings or sunset photos. We want modern scenes with life in them—people or animals, preferably both." Also seeks items on agriculture, rural western Canada, history and contemporary life in rural western Canada.

MARKETS

Trade Publications



© 2006 Oscar Williams

Most trade publications are directed toward the business community in an effort to keep readers abreast of the ever-changing trends and events in their specific professions. For photographers, shooting for these publications can be financially rewarding and can serve as a stepping stone toward acquiring future jobs.

As often happens with this category, the number of trade publications produced increases or decreases as professions develop or deteriorate. In recent years, for example, magazines involving new technology have flourished as the technology continues to grow and change.

Trade publication readers are usually very knowledgeable about their businesses or professions. The editors and photo editors, too, are often experts in their particular fields. So, with both the readers and the publications' staffs, you are dealing with a much more discriminating audience. To be taken seriously, your photos must not be merely technically good pictures, but also should communicate a solid understanding of the subject and reveal greater insights.

In particular, photographers who can communicate their knowledge in both verbal and visual form will often find their work more in demand. If you have such expertise, you may wish to query about submitting a photo/text package that highlights a unique aspect of working in a particular profession or that deals with a current issue of interest to that field.

Many photos purchased by these publications come from stock—both freelance inventories and stock photo agencies. Generally, these publications are more conservative with their freelance budgets and use stock as an economical alternative. For this reason, listings in this section will often advise sending a stock list as an initial method of contact. (See sample stock list on page 19.) Some of the more established publications with larger circulations and advertising bases will sometimes offer assignments as they become familiar with a particular photographer's work. For the most part, though, stock remains the primary means of breaking in and doing business with this market.

AAP NEWS

141 Northwest Point Blvd., Elk Grove Village IL 60007. (847)434-4755. Fax: (847)434-8000. Web site: www.aapnews.org. **Contact:** Michael Hayes, art director/production coordinator. Estab. 1985. Monthly tabloid newspaper. Publication of American Academy of Pediatrics.

Needs Uses 60 photos/year. Needs photos of babies/children/teens, families, health/fitness, sports, travel, medicine, pediatricians, health care providers—news magazine style. Interested in documentary. Model/property release required as needed. Photo captions required; include names, dates, locations and explanations of situations.

Specs Accepts images in digital format. Send via CD, floppy disk, Jaz, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé, business card or tearsheets to be kept on file (for 1 year) for possible future assignments. Cannot return material. Simultaneous submissions and previously published work OK. Pays \$50-150 for one-time use of photo. Pays on publication. Buys one-time or all rights; negotiable.

Tips "We want great photos of 'real' children in 'real-life' situations; the more diverse the better."

ADVANCED MANUFACTURING

CLB Media Inc., 240 Edwards St., Aurora ON L4G 3S9 Canada. (905)727-0077. Fax: (905)727-0017. E-mail: tphillips@CLBmedia.ca. Web site: www.advancedmanufacturing.com. **Contact:** Todd Phillips, editor/associate publisher. Circ. 17,400. Estab. 1998. Bimonthly trade magazine providing a window on the world of advanced manufacturing. Sample copies available for SAE with first-class postage.

Needs Buys 2 photos from freelancers per issue. Subjects include industry, science and technology. Reviews photos with or without a manuscript. Model release required. Photo captions preferred.

Specs Uses 5×7 color prints; 4×5 transparencies. "We prefer images in high-resolution digital format. Send as FTP files at a minimum of 300 dpi."

Making Contact & Terms Send query letter with résumé, stock list. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested. Simultaneous submissions and previously published work OK. Pays \$200-1,000 for color cover; \$150-1,000 for color inside. Pays 30-45 days after invoice date. Credit line given. Buys one-time rights, electronic rights; negotiable.

Tips "Read our magazine. Put yourself in your clients' shoes. Meet their needs and you will excel. Understand your audience and the editors' needs. Meet deadlines, be reasonable and professional."

AFTERMARKET BUSINESS

Advanstar Communications, 7500 Old Oak Blvd., Cleveland OH 44130. (440)891-2677. Fax: (440)891-2675. E-mail: sparker@advanstar.com. Web site: www.aftermarketbusiness.com. **Contact:** Stephanie Parker, art director. Circ. 41,821. Estab. 1936. "Aftermarket Business is a monthly tabloid-sized magazine, written for corporate executives and key decision-makers responsible for buying automotive products (parts, accessories, chemicals) and other services sold at retail to consumers and professional installers. It's the oldest continuously published business magazine covering the retail automotive aftermarket and is the only publication dedicated to the specialized needs of this industry." Sample copies available; call (888)527-7008 for rates.

Needs Buys 0-1 photo from freelancers/issue; 12-15 photos/year. Needs photos of automobiles, product shots/still life. "Review our editorial calendar to see what articles are being written. We use lots of conceptual material." Model/property release preferred.

Specs Prefers images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi. Also uses 35mm, 2¼×2¼ transparencies.

Making Contact & Terms Send query letter with slides, transparencies, stock list. Provide business card or self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pay negotiable. Pays on publication. Credit line given. "Corporate policy requires all freelancers to sign a print and online usage contract for stories and photos." Usually buys one-time rights.

Tips "We can't stress enough the importance of knowing our audience. We are not a magazine aimed at car dealers. Our readers are auto parts distributors. Looking through sample copies will show you a lot about what we need. Show us a variety of stock and lots of it. Send only dupes."

AIR LINE PILOT

535 Herndon Pkwy., Box 20172, Herndon VA 22070. (703)481-4460. Fax: (703)464-2114. E-mail: magazine@alpa.org. Web site: www.alpa.org. **Contact:** Pete Janhunnen, publications manager. Circ. 72,000. Estab. 1932. Publication of Air Line Pilots Association. 10 issues/year. Emphasizes news and feature stories for airline pilots. Photo guidelines available on Web site.

Needs Buys 3-4 photos from freelancers/issue; 18-24 photos/year. Needs dramatic 35mm transparencies, prints or high-resolution IBM-compatible images on disk or CD of commercial aircraft, pilots and co-pilots performing

work-related activities in or near their aircraft. "Pilots must be ALPA members in good standing. Our editorial staff can verify status." Special needs include dramatic images technically and aesthetically suitable for full-page magazine covers. Especially needs vertical composition scenes. Model release required. Photo captions required; include aircraft type, airline, location of photo/scene, description of action, date, identification of people and which airline they work for.

Specs Accepts images in digital format. Uses original 35mm or larger slides; Fuji Velvia 50 film preferred.

Making Contact & Terms Send query letter with samples. Send unsolicited photos by mail with SASE for consideration. "Currently use 2 local outside vendors for assignment photography. Occasionally need professional 'news' photographer for location work. Most freelance work is on speculative basis only." No simultaneous submissions. Pays \$350 for cover (buys all rights); Fees for inside are negotiable (buys one-time rights).

Pays on acceptance.

Tips In photographer's samples, wants to see "strong composition, poster-like quality and high technical quality. Photos compete with text for space, so they need to be very interesting to be published. Be sure to provide brief but accurate caption information and send only professional-quality work. Cover images should show airline pilots at work or in the airport going to work. For covers, please shoot vertical images. Check Web site for criteria and requirements. Send samples of slides to be returned upon review. Make appointment to show portfolio."

AMERICAN BAR ASSOCIATION JOURNAL

321 N. Clark St., 15th Floor, Chicago IL 60610. (312)988-6002. E-mail: jamiejackson@staff.abanet.org. Web site: www.abajournal.com. **Contact:** Jamie Jackson, associate design director. Circ. 400,000. Estab. 1915. Monthly magazine of the American Bar Association. Emphasizes law and the legal profession. Readers are lawyers. Photo guidelines available.

Needs Buys 45-90 photos from freelancers/issue; 540-1,080 photos/year. Needs vary; mainly shots of lawyers and clients by assignment only.

Specs Prefers digital images sent via CD as TIFF files at 300 dpi.

Making Contact & Terms "Send us your Web site address to view samples. If samples are good, portfolio will be requested." Cannot return unsolicited material. Payment negotiable. Credit line given. Buys one-time rights.

Tips "NO PHONE CALLS. The ABA Journal does not hire beginners."

AMERICAN BEE JOURNAL

51 S. Second St., Hamilton IL 62341. (217)847-3324. Fax: (217)847-3660. E-mail: abj@dadant.com. Web site: www.dadant.com/journal. **Contact:** Joe M. Graham, editor. Circ. 13,000. Estab. 1861. Monthly trade magazine. Emphasizes beekeeping for hobby and professional beekeepers. Sample copy free with SASE.

Needs Buys 1-2 photos from freelancers/issue; 12-24 photos/year. Needs photos of beekeeping and related topics, beehive products, honey and cooking with honey. Special needs include color photos of seasonal beekeeping scenes. Model release preferred. Photo captions preferred.

Making Contact & Terms Send query letter with samples. Send 5×7 or 8½×11 color prints by mail for consideration; include SASE for return of material. Responds in 2 weeks. Pays \$75 for color cover; \$10 for color inside. Pays on publication. Credit line given. Buys all rights.

ANIMAL SHELTERING

HSUS, 2100 L St. NW, Washington DC 20037. (202)452-1100. Fax: (301)258-3081. E-mail: asm@hsus.org. Web site: www.animalsheltering.org. **Contact:** Kate Antoniadis, writer/researcher. Circ. 7,500. Estab. 1978. Bimonthly magazine of The Humane Society of the United States. Emphasizes animal protection. Readers are animal control and shelter workers, men and women, all ages. Sample copy free.

Needs Buys about 7-10 photos from freelancers/issue; 50 photos/year. Needs photos of domestic animals interacting with animal control and shelter workers; animals in shelters, including farm animals and wildlife; general public visiting shelters and adopting animals; humane society work, functions, and equipment. Model release required for cover photos only. Photo captions preferred.

Specs Accepts color images in digital or print format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Provide samples of work to be kept on file for possible future assignments; include SASE for return of material. Responds in 1 month. Pays \$150 for cover; \$75 for inside. Pays on publication. Credit line given. Buys one-time and electronic rights.

Tips "We almost always need good photos of people working with animals in an animal shelter or in the field. We do not use photos of individual dogs, cats and other companion animals as often as we use photos of people working to protect, rescue or care for dogs, cats and other companion animals."

AOPA PILOT

Aircraft Owners and Pilots Association, 421 Aviation Way, Frederick MD 21701. (301)695-2371. Fax: (301)695-2180. E-mail: mike.kline@aopa.org. Web site: www.aopa.org. **Contact:** Michael Kline, design director. Circ. 400,000. Estab. 1958. Monthly association magazine. "The world's largest aviation magazine. The audience is primarily pilot and aircraft owners of General Aviation airplanes." Sample copies and photo guidelines available.

Needs Buys 5-25 photos from freelancers/issue; 60-300 photos/year. Needs photos of couples, adventure, travel, industry, technology. Interested in documentary. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred.

Specs Uses images in digital format. Send via CD, DVD as TIFF, EPS, JPEG files at 300 dpi. Also accepts 35mm transparencies.

Making Contact & Terms Send query letter. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Pays \$800-2,000 for color cover; \$200-720 for color inside. **Pays on acceptance.** Credit line given. Buys one-time, all rights; negotiable.

Tips "A knowledge of our subject matter, airplanes, is a plus. Show range of work and not just one image."

APPALOOSA JOURNAL

Appaloosa Horse Club, 2720 W. Pullman Rd., Moscow ID 83843. (208)882-5578. Fax: (208)882-8150. E-mail: journal@appaloosa.com. Web site: www.appaloosajournal.com. **Contact:** Diane Rice, editor. Circ. 22,000. Estab. 1946. Monthly association magazine. "Appaloosa Journal is the official publication of the Appaloosa Horse Club. We are dedicated to educating and entertaining Appaloosa enthusiasts from around the world." Readers are Appaloosa owners, breeders and trainers, child through adult. Complimentary sample copies available. Photo guidelines free with SASE.

Needs Buys 3 photos from freelancers/issue; 36 photos/year. Needs photos for cover, and to accompany features and articles. Specifically wants photographs of high-quality Appaloosa horses, especially in winter scenes. Model release required. Photo captions required.

Specs Uses glossy color prints; 35 mm transparencies.

Making Contact & Terms Send query letter with résumé, slides, prints. Keeps samples on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$200 for color cover; \$25 minimum for color inside. **Pays on acceptance.** Credit line given. Buys first rights.

Tips "The Appaloosa Horse Club is a not-for-profit organization. Serious inquiries within specified budget only." In photographer's samples, wants to see "high-quality color photos of world-class, characteristic (coat patterned) Appaloosa horses with people in appropriate outdoor environments. Send a letter introducing yourself and briefly explaining your work. If you have inflexible preset fees, be upfront and include that information. Be patient. We are located at the headquarters; although an image might not work for the magazine, it might work for other printed materials. Work has a better chance of being used if allowed to keep on file. If work must be returned promptly, please specify. Otherwise, we will keep it for other departments' consideration."

AQUA MAGAZINE: The Business Publication for Spa & Pool Professionals

Athletic Business Publications, Inc., 4130 Lien Rd., Madison WI 53704-3602. (608)249-0186. Fax: (608)249-1153. E-mail: scott@aquamagazine.com. Web site: www.aquamagazine.com. **Contact:** Scott Maurer, art director. Circ. 15,000. Estab. 1976. Monthly magazine. "AQUA serves spa dealers, swimming pool dealers and/or builders, spa/swimming pool maintenance and service, casual furniture/patio dealers, landscape architects/designers and others allied to the spa/swimming pool market. Readers are qualified owners, GM, sales directors, titled personnel."

Needs "Images that contain all or part of a residential, *not* commercial, pool/spa, including grills, furniture, gazebos, ponds, water features are considered." Photo captions preferred.

Making Contact & Terms "Feel free to send promotional literature, but do not send anything that has to be returned (i.e., slides, prints) unless asked for." Simultaneous submissions and previously published work OK, "but should be explained." Pays \$400 for color cover (negotiable); \$200 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips Wants to see "visually arresting images, high quality, multiple angles, day/night lighting situations. Photos including people are rarely published."

ARCHITECTURAL LIGHTING

770 Broadway, New York NY 10003. (646)654-4472. Fax: (646)654-5817. E-mail: info@archlighting.com. Web site: www.archlighting.com. **Contact:** Casey Maher, art director. Circ. 35,000. Estab. 1981. Monthly magazine. Emphasizes architecture and architectural lighting. Readers are executive-level management. Sample copy free.

Needs Buys 3-5 photos from freelancers/issue; 36-60 photos/year. Needs photos of architecture and architectural lighting.

Specs Accepts images in digital format. Send via e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Arrange a personal interview to show portfolio. Keeps samples on file. Cannot return material. Responds in 1-2 weeks. Simultaneous submissions OK. Pays \$400-600 for color cover; \$150-250 for color inside; \$700-900/day. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips Looking for "a strong combination of architecture and architectural lighting."

ARMY MAGAZINE

2425 Wilson Blvd., Arlington VA 22201. (703)841-4300. Fax: (703)841-3505. Web site: www.ansa.org/armymagazine. **Contact:** Paul Bartels, art director. Circ. 100,000. Monthly association magazine of the U.S. Army. Emphasizes military events, topics, history (specifically U.S. Army related). Readers are male/female military personnel—active and retired; defense industries. Sample copy free with 8×10 SASE.

Needs Needs photos of Army events, news events, famous people and politicians, military technology. Model release required. Photo captions required.

Specs Uses 5×7 to 8×10 *reflective* (color or b&w) prints or 300-dpi Photoshop files in JPEG, EPS or TIFF format.

Making Contact & Terms Send query letter with résumé of credits. Send unsolicited photos by mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 weeks. Pays \$100-400 for b&w cover; \$125-600 for color cover; \$50 for b&w inside; \$75-250 for color inside; \$75-200 b&w page rate; \$100-400 color page rate. Pays on publication. Buys one-time rights; negotiable.

ATHLETIC BUSINESS: The Leading Resource for Athletic, Fitness & Recreation Professionals

Athletic Business Publications, Inc., 4130 Lien Rd., Madison WI 53704. (608)249-0186. Fax: (608)249-1153. E-mail: katy@athleticbusiness.com. Web site: www.athleticbusiness.com. **Contact:** Katy Williams, art director. Circ. 43,000. Estab. 1977. Monthly magazine. Emphasizes athletics, fitness and recreation. Readers are athletic, park and recreational directors and club managers, ages 30-65. Sample copy available for \$8.

Needs Buys 2-3 photos from freelancers per issue; 24-26 photos/year. Needs photos of "individuals and teams playing sports, athletic equipment, recreational parks, and health club/multi-sport interiors." Model/property release preferred. Photo captions preferred.

Making Contact & Terms "Feel free to send promotional literature, but do not send anything that has to be returned (i.e., slides, prints) unless asked for." Simultaneous submissions and previously published work OK, "but should be explained." Pays \$400 for color cover (negotiable); \$200 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips Wants to see "visually arresting images, ability with subject, high quality and reasonable price." To break in, "shoot a quality and creative shot from more than one angle and at different depths."

AUTOMATED BUILDER

1445 Donlon St. #16, Ventura CA 93003. (805)642-9735. Fax: (805)642-8820. E-mail: info@automatedbuilder.com. Web site: www.automatedbuilder.com. **Contact:** Don Carlson, editor/publisher. Circ. 26,000. Estab. 1964. Monthly. Emphasizes home and apartment construction. Readers are "factory and site builders and dealers of all types of homes, apartments and commercial buildings." Sample copy free with SASE.

Needs Buys 4-8 photos from freelancers/issue; 48-96 photos/year. Needs in-plant and job site construction photos and photos of completed homes and apartments. Reviews photos purchased with accompanying manuscript only. Photo captions required.

Making Contact & Terms "Call to discuss story and photo ideas." Send 3×5 color prints; 35mm or 2¼×2¼ transparencies by mail with SASE for consideration. Will consider dramatic, preferably vertical cover photos. Responds in 2 weeks. Pays \$300 for text/photo package; \$150 for cover. Credit line given "if desired." Buys first time reproduction rights.

Tips "Study sample copy. Query editor by phone on story ideas related to industrialized housing industry."

AUTOMOTIVE COOLING JOURNAL

15000 Commerce Pkwy., Suite C, Mount Laurel NJ 08054. (856)439-1575. Fax: (856)439-9596. Web site: www.narsa.org. **Contact:** Mike Dwyer, executive director/editor. Circ. 10,500. Estab. 1956. Monthly magazine of the National Automotive Radiator Service Association. Emphasizes cooling system repair, mobile air conditioning service. Readers are mostly male shop owners and employees.

Needs Buys 3-5 photos from freelancers/issue; 36-60 photos/year. Needs shots illustrating service techniques, general interest auto repair emphasizing cooling system and air conditioning service. Model/property release preferred. Photo captions required.

Specs Uses any size glossy prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Provide résumé, busi-

ness card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

\$ \$ AVIONICS MAGAZINE

PBI Media, 4 Choke Cherry Rd., 2nd floor, Rockville MD 20850. (301)354-2000. Fax: (301)340-8741. E-mail: cadams@accessintel.com. Web site: www.avionicsmagazine.com. **Contact:** Charlotte Adams, editor-in-chief. Circ. 24,000. Estab. 1978. Monthly magazine. Emphasizes aviation electronics. Readers are avionics and air traffic management engineers, technicians, executives. Sample copy free with 9×12 SASE.

Needs Buys 1-2 photos from freelancers/issue; 12-24 photos/year. Needs photos of travel, business concepts, industry, technology, aviation. Interested in alternative process, avant garde. Reviews photos with or without a manuscript. Photo captions required.

Specs Uses 8¾×11 glossy color prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail at high resolution.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions OK. Responds in 2 months. Pays \$200-500 for color cover. **Pays on acceptance.** Credit line given. Rights negotiable.

\$ BALLINGER PUBLISHING

P.O. Box 12665, Pensacola FL 32591-2665. (850)433-1166. Fax: (850)435-9174. E-mail: shannon@ballingerpublishing.com. Web site: www.ballingerpublishing.com. **Contact:** Shannon Lord, editor. Circ. 15,000. Estab. 1990. Monthly magazines. Emphasize business, lifestyle. Readers are executives, ages 35-54, with average annual income of \$80,000. Sample copy available for \$1.

Needs Needs photos of Florida topics: technology, government, ecology, global trade, finance, travel, regional and life shots. Model/property release required. Photo captions preferred.

Specs Uses 5×7 b&w and/or color prints; 35mm. Prefers images in digital format. Send via CD, floppy disk, Zip as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail or e-mail for consideration; include SASE for return of material sent by mail. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 weeks. Pays \$100-300 for color cover; \$7 for b&w or color inside. Pays on publication. Buys one-time rights.

BARTENDER MAGAZINE

P.O. Box 158, Liberty Corner NJ 07938. (908)766-6006. Fax: (908)766-6607. E-mail: barmag@aol.com. Web site: www.bartender.com. **Contact:** Todd Thomas, art director. Circ. 150,000. Estab. 1979. Magazine published 4 times/year. *Bartender Magazine* serves full-service drinking establishments (full-service means able to serve liquor, beer and wine). "We serve single locations, including individual restaurants, hotels, motels, bars, taverns, lounges and all other full-service on-premises licensees." Sample copy available for \$2.50.

Needs Number of photos/issue varies; number supplied by freelancers varies. Needs photos of liquor-related topics, drinks, bars/bartenders. Reviews photos with or without a manuscript. Model/property release required. Photo captions preferred.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments; include SASE for return of material. Previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys all rights; negotiable.

\$ \$ BEDTIMES: The Business Journal for the Sleep Products Industries

501 Wythe St., Alexandria VA 22314. (703)683-8371. Fax: (703)683-4503. E-mail: jpalm@sleepproducts.org. Web site: www.sleepproducts.org. **Contact:** Julie Palm, editor. Estab. 1917. Monthly association magazine; 40% of readership is overseas. Readers are manufacturers and suppliers in bedding industry. Sample copies available.

Needs Needs head shots, events, product shots/still life, conventions, shows, annual meetings. Reviews photos with or without a manuscript. Photo captions required; include correct spelling of name, title, company, return address for photos.

Specs Prefers digital images sent as JPEGs via e-mail. Also accepts glossy prints.

Making Contact & Terms Send query letter with résumé, photocopies. Responds in 3 weeks to queries. Simultaneous submissions and previously published work may be OK—depends on type of assignment. Pays \$1,000 minimum for color cover; \$100-750 for b&w or color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Like to see variations of standard 'mug shot' so they don't all look like something for a prison line-up.

Identify people in the picture. Use interesting angles. We'd like to get contacts from all over the U.S. (near major cities) who are available for occasional assignments."

BEE CULTURE: The Magazine of American Beekeeping

A.I. Root, 623 W. Liberty St., Medina OH 44256-6677. (800)289-7668, ext. 3214 or (330)725-6677, ext. 3214. E-mail: kim@beeculture.com. Web site: www.beeculture.com. **Contact:** Kim Flottum, editor. Circ. 12,000. Estab. 1873. Monthly trade magazine emphasizing beekeeping industry—how-to, politics, news and events. Sample copies available. Photo guidelines available on Web site.

Needs Buys 1-2 photos from freelancers/issue; 6-8 photos/year. Needs photos of wildlife, gardening, agriculture, science. Reviews photos with or without a manuscript. Model release required. Photo captions preferred.

Specs Uses 5 × 7 glossy or matte color prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with photocopies. Does not keep samples on file; include SASE for return of material. "E-mail contact preferred. Send low-res samples electronically for examination." Responds in 2 weeks to queries. Payment negotiable. **Pays on acceptance.** Credit line given. Buys first rights.

Tips "Read 2-3 issues for layout and topics. Think in vertical!"

BEEF TODAY

FarmJournal Media, 222 S. Jefferson St., Mexico MO 65265. (573)581-9643. Fax: (573)581-9646. E-mail: beeftoday@farmjournal.com. Web site: www.agweb.com. **Contact:** Anna McBrayer, art director. Circ. 220,000. Monthly magazine. Emphasizes American agriculture. Readers are active farmers, ranchers or agribusiness people. Sample copy and photo guidelines free with SASE.

Needs Buys 15-20 photos from freelancers/issue; 180-240 photos/year. "We use studio-type portraiture (environmental portraits), technical, details, scenics." Wants photos of environmental, livestock, landscapes/scenics, rural, agriculture. Model release preferred. Photo captions required.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with résumé of credits along with business card, brochure, flier or tearsheets to be kept on file for possible future assignments. DO NOT SEND ORIGINALS. Accepts images in digital format. Send via CD or e-mail as TIFF, EPS, JPEG files. Responds in 2 weeks. Simultaneous submissions OK. Payment negotiable. "We pay a cover bonus." **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips In portfolio or samples, likes to see "about 20 slides showing photographer's use of lighting and ability to work with people. Know your intended market. Familiarize yourself with the magazine and keep abreast of how photos are used in the general magazine field."

\$ \$ BEVERAGE DYNAMICS

Adams Beverage Group, 17 High St., 2nd Floor, Norwalk CT 06851. (203)855-8499. Fax: (203)855-7605. Web site: www.adamsbeveragegroup.com. **Contact:** Richard Brandes, editor. Art Director: Adam Lane. Circ. 67,000. Quarterly. Emphasizes distilled spirits, wine and beer, and all varieties of non-alcoholic beverages (soft drinks, bottled water, juices, etc.). Readers are retailers (liquor stores, supermarkets, etc.), wholesalers, distillers, vintners, brewers, ad agencies and media.

Needs Uses 30-50 photos/issue. Needs photos of retailers, products, concepts and profiles. Special needs include good retail environments, interesting store settings, special effect photos. Model/property release required. Photo captions required.

Making Contact & Terms Send query letter with samples and list of stock photo subjects. Provide business card to be kept on file for possible future assignments. Keeps samples on file; send nonreturnable samples, slides, tearsheets, etc. Responds in 2 weeks. Simultaneous submissions OK. Pays \$550-750 for color cover; \$450-950/job. Pays on publication. Credit line given. Buys one-time rights or all rights.

Tips "We're looking for good location photographers who can style their own photo shoots or have staff stylists. It also helps if they are resourceful with props."

\$ BOXOFFICE

155 S. El Molino Ave., Suite 100, Pasadena CA 91101. (626)396-0250. Fax: (626)396-0248. E-mail: editorial@boxoffice.com. Web site: www.boxoffice.com. **Contact:** Kim Williamson, editor-in-chief. Circ. 5,000. Estab. 1920. Monthly trade magazine. Sample copy available for \$10.

Needs Photo needs are very specific: "All photos must be of movie theaters and management." Reviews photos with accompanying manuscript only. Photo captions required.

Specs Uses 4 × 5, 8 × 10 glossy color and/or b&w prints; 35mm, 2¼ × 2¼, 4 × 5 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with résumé, tearsheets. Does not keep samples on file; cannot return material. Responds in 1 month to queries. Responds only if interested; send nonreturnable samples.



© 2006 Rico Leffanta

After buying his first digital camera, Rico Leffanta e-mailed this image of a bee on a banana blossom to Kim Flottum, the editor of *Bee Culture*. "After looking at hundreds of 'banana blossom' images on the Internet without seeing *one* genuine banana blossom, I realized photo researchers/buyers might be willing to pay for an actual photo of a banana blossom," he says. And he was right: *Bee Culture* published this photo on the cover of their June 2006 issue.

Previously published work OK. Pays \$10/printed photo. Pays on publication. Credit line sometimes given. Buys one-time print rights and all electronic rights.

CANADIAN GUERNSEY JOURNAL

RR 5, Guelph ON N1H 6J2 Canada. (519)836-2141. E-mail: info@guernseycanada.ca. Web site: www.guernseycanada.ca. **Contact:** V.M. Macdonald, editor. Circ. 500. Estab. 1927. Bimonthly magazine of the Canadian Guernsey Association. Emphasizes dairy cattle, purebred and grade guernseys. Readers are dairy farmers. Sample copy available for \$5.

Needs Buys 1 photo from freelancers/issue; 6 photos/year. Needs photos of guernsey cattle: posed, informal, scenes. Photo captions preferred.

Making Contact & Terms Contact through rep. Keeps samples on file. Responds in 2 weeks. Previously published work OK. Pays \$10 for b&w inside. Pays on publication. Credit line given. Rights negotiable.

\$CASINO JOURNAL PUBLISHING GROUP

1771 E. Flamingo Rd., Suite 208A, Las Vegas NV 89119. (702)794-0718. Fax: (702)794-0799. E-mail: aholmann@ascendmedia.com. Web site: www.casinjournal.com. **Contact:** Andy Holtmann, editor. Circ. 35,000. Estab. 1985. Monthly journal. Emphasizes casino operations. Readers are casino executives, employees and vendors. Sample copy free with 11 x 14 SAE and 9 first-class stamps.

Needs Buys 1-2 photos from freelancers/issue; 12-24 photos/year. Needs photos of gaming tables and slot machines, casinos and portraits of executives. Model release required for gamblers, employees. Photo captions required.

Making Contact & Terms Send query letter with résumé of credits, stock list. Responds in 3 months. Pays \$100 minimum for color cover; \$10-25 for b&w inside; \$10-35 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips "Read and study photos in current issues."

CATHOLIC LIBRARY WORLD

100 North St., Suite 224, Pittsfield MA 01201-5109. (413)443-2CLA. Fax: (413)442-2252. E-mail: cla@cathla.org. Web site: www.cathla.org/cathlibworld.html. **Contact:** Jean R. Bostley, SSJ, executive director. Circ. 1,100. Estab. 1929. Quarterly magazine of the Catholic Library Association. Emphasizes libraries and librarians (community/school libraries; academic/research librarians; archivists). Readers are librarians who belong to the Catholic Library Association; other subscribers are generally employed in Catholic institutions or academic settings. Sample copy available for \$15.

Needs Uses 2-5 photos/issue. Needs photos of authors of children's books, and librarians who have done something to contribute to the community at large. Special needs include photos of annual conferences. Model release preferred for photos of authors. Photo captions preferred.

Specs Uses 5 x 7 b&w prints. Accepts images in digital format. Send via e-mail, CD, Zip as PDF files at 1,200 dpi.

Making Contact & Terms Send b&w prints; include SASE for return of material. Deadlines: January 15, April 15, July 15, September 15. Responds in 2 weeks. Credit line given. Acquires one-time rights.

\$CEA ADVISOR

Connecticut Education Association, Capitol Place, Suite 500, 21 Oak St., Hartford CT 06106. (860)525-5641. Fax: (860)725-6356. Web site: www.cea.org. **Contact:** Michael Lydick, managing editor. Circ. 36,000. Monthly tabloid. Emphasizes education. Readers are public school teachers. Sample copy free with 6 first-class stamps.

Needs Buys 1-2 photos from freelancers/issue; 12-24 photos/year. Needs "classroom scenes, students, school buildings." Model release preferred. Photo captions preferred.

Making Contact & Terms Send b&w contact sheet by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$50 for b&w cover; \$25 for b&w inside. Pays on publication. Credit line given. Buys all rights.

\$CIVITAN MAGAZINE

P.O. Box 130744, Birmingham AL 35213-0744. (205)591-8910. Fax: (205)592-6307. E-mail: wellborn@civitan.org. Web site: www.civitan.org. **Contact:** Dorothy Wellborn, editor. Circ. 24,000. Estab. 1920. Quarterly publication of Civitan International. Emphasizes work with mental retardation/developmental disabilities. Readers are men and women, college age to retirement, usually managers or owners of businesses. Sample copy free with 9 x 12 SASE and 2 first-class stamps.

Needs Buys 1-2 photos from freelancers/issue; 6-12 photos/year. Always looking for good cover shots (multicul-

tural, travel, scenic and how-to), babies/children/teens, families, religious, disasters, environmental, landscapes/scenics. Model release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD or e-mail at 300 dpi only.

Making Contact & Terms Send sample of unsolicited 2¼ × 2¼ or 4 × 5 transparencies by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$50-200 for color cover; \$20 for color inside. **Pays on acceptance.** Buys one-time rights.

CLASSICAL SINGER

P.O. Box 1710, Draper UT 84020. (801)254-1025. Fax: (801)254-3139. E-mail: layout@classicalsinger.com. Web site: www.classicalsinger.com. **Contact:** Art Director. Circ. 9,000. Estab. 1988. Glossy monthly trade magazine for classical singers. Sample copy free.

Needs Looking for photos in opera or classical singing. E-mail for calendar and ideas. Photo captions preferred; include where, when, who.

Specs Uses b&w and color prints or high-res digital photos.

Making Contact & Terms Responds in 1 month to queries. Simultaneous submissions and previously published work OK. Pays honorarium plus 10 copies. Buys on publication. Credit line given. Buys one-time rights. Photo may be used in a reprint of an article on paper or Web site.

Tips "Our publication is expanding rapidly. We want to make insightful photographs a big part of that expansion."

CLAVIER

200 Northfield Rd., Northfield IL 60093. (847)446-5000. Fax: (847)446-6263. E-mail: clavier@instrumentalistmagazine.com. Web site: www.instrumentalistmagazine.com. **Contact:** Judy Nelson, editor. Circ. 13,000. Estab. 1962. Magazine published 10 times/year. Readers are piano and organ teachers. Sample copy available for \$2.

Needs Human interest photos of keyboard instrument students and teachers. Special needs include synthesizer photos and children performing.

Specs Uses glossy b&w and/or color prints. For cover: Kodachrome glossy color prints or 35mm transparencies. Vertical format preferred. Photos should enlarge to 8¾ × 11¾ without grain. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG, EPS files at 300 dpi minimum. Cover shots must be 6 × 10 at 300 dpi minimum.

Making Contact & Terms Send material by mail with SASE for consideration. Responds in 1 month. Pays \$225 for color cover; \$10-25 for b&w inside. Pays on publication. Credit line given. Buys all rights.

Tips "We look for sharply focused photographs that show action, and for clear color that is bright and true. We need photographs of children and teachers involved in learning music at the piano. We prefer shots that show them deeply involved in their work rather than posed shots. Very little is taken on specific assignment except for the cover. Authors usually include article photographs with their manuscripts. We purchase only one or two items from stock each year."

CLEANING & MAINTENANCE MANAGEMENT MAGAZINE

13 Century Hill Dr., Latham NY 12110. (518)783-1281. Fax: (518)783-1386. E-mail: jfazzzone@ntpmedia.com. Web site: www.cmmonline.com. **Contact:** Jim Fazzzone, senior editor. Circ. 42,000. Estab. 1963. Monthly. Emphasizes management of cleaning/custodial/housekeeping operations for commercial buildings, schools, hospitals, shopping malls, airports, etc. Readers are middle- to upper-level managers of in-house cleaning/custodial departments, and managers/owners of contract cleaning companies. Sample copy free (limited) with SASE.

Needs Uses 10-15 photos/issue. Needs photos of cleaning personnel working on carpets, hardwood floors, tile, windows, restrooms, large buildings, etc. Model release preferred. Photo captions required.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Send query letter with specific ideas for photos related to our field." Responds in 1-2 weeks. Simultaneous submissions and previously published work OK. Pays \$25 for b&w inside. Credit line given. Rights negotiable.

Tips "Query first and shoot what the publication needs."

COMMERCIAL CARRIER JOURNAL

3200 Rice Mine Rd. NE, Tuscaloosa AL 35406. (800)633-5953. Fax: (205)750-8070. E-mail: avise@ccjmagazine.com. Web site: www.ccjmagazine.com. **Contact:** Avery Vise, editorial director. Circ. 105,000. Estab. 1911. Monthly magazine. Emphasizes truck and bus fleet maintenance operations and management.

Needs Spot news (of truck accidents, Teamster activities and highway scenes involving trucks). Photos pur-

chased with or without accompanying manuscript, or on assignment. Model release required. Detailed captions required.

Specs Prefers images in digital format. Send via e-mail as JPEG files at 300 dpi. For covers, uses medium-format transparencies (vertical only).

Making Contact & Terms Does not accept unsolicited photos. Query first; send material by mail with SASE for consideration. Responds in 3 months. Pays on a per-job or per-photo basis. **Pays on acceptance.** Credit line given. Buys all rights.

Tips Needs accompanying features on truck fleets and news features involving trucking companies.

CONSTRUCTION BULLETIN

15524 Highwood Dr., Minnetonka MN 55345. (952)933-3386. Fax: (952)933-5063. E-mail: ivy.chang@reedbusin.ess.com. Web site: www.acppubs.com. **Contact:** Ivy Chang, editor. Circ. 5,000. Estab. 1893. Weekly magazine. Emphasizes construction in Minnesota, North Dakota and South Dakota *only*. Readers are male and female executives, ages 23-65. Sample copy available for \$4.

Needs Uses 25 photos/issue; 1 supplied by freelancer. Needs photos of construction equipment in use on Minnesota, North Dakota, South Dakota job sites. Reviews photos purchased with accompanying manuscript only. Photo captions required; include who, what, where, when.

Making Contact & Terms Send photos with SASE by mail or high-resolution digital images (minimum 300 dpi) for consideration. Keeps samples on file. Responds in 1 month. Previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

Tips "Be observant; keep camera at hand when approaching construction sites in Minnesota, North Dakota and South Dakota."

\$THE CRAFTS REPORT

100 Rogers Rd., Wilmington DE 19801. (302)656-2209. Fax: (302)656-4894. Web site: www.craftsreport.com. **Contact:** Mike Ricci, art director. Circ. 30,000. Estab. 1975. Monthly magazine. Emphasizes business issues of concern to professional craftspeople. Readers are professional working craftspeople, retailers and promoters. Sample copy available for \$5.

Needs Buys 0-10 photos from freelancers/issue; 0-120 photos/year. Needs photos of professionally-made crafts, craftspeople at work, studio spaces, craft schools—also photos tied to issue's theme. Model/property release required; shots of artists and their work. Photo captions required; include artist, location.

Making Contact & Terms Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions and previously published work OK. Pays \$250-400 for color cover; \$25-50 for inside; assignments negotiated. Pays on publication. Credit line given. Buys one-time and first North American serial rights; negotiable.

Tips "Shots of craft items must be professional-quality images. For all images, be creative—experiment. Color, black-and-white and alternative processes considered."

\$ \$CROPLIFE

37733 Euclid Ave., Willoughby OH 44094. (440)602-9142. Fax: (440)942-0662. E-mail: paul@croplife.com. Web site: www.croplife.com. **Contact:** Paul Schrimpp, senior editor. Circ. 24,500. Estab. 1894. Monthly magazine. Serves the agricultural distribution channel delivering fertilizer, chemicals and seed from manufacturer to farmer. Sample copy and photo guidelines free with 9 × 12 SASE.

Needs Buys 6-7 photos/year; 5-30% supplied by freelancers. Needs photos of agricultural chemical and fertilizer application scenes (of commercial—not farmer—applicators), people shots of distribution channel executives and managers. Model release preferred. Photo captions required.

Specs Uses 8 × 10 glossy b&w and color prints; 35mm slides, transparencies.

Making Contact & Terms Send query letter first with résumé of credits. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays \$150-300 for color cover; \$150-250 for color inside. **Pays on acceptance.** Buys one-time rights.

Tips "E-mail is the best way to approach us with your work. Experience and expertise is best."

\$ \$DAIRY TODAY

FarmJournal Media, P.O. Box 958, Mexico MO 65265. (573)581-0699. Fax: (573)581-9646. E-mail: jhanney@farmjournal.com. Web site: www.agweb.com. **Contact:** Jack Hanney, art director. Circ. 50,000. Monthly magazine. Emphasizes American agriculture. Readers are active farmers, ranchers or agribusiness people. Sample copy and photo guidelines free with SASE.

Needs Buys 5-10 photos from freelancers/issue; 60-120 photos/year. "We use studio-type portraiture (environmental portraits), technical, details, scenics." Wants photos of environmental, landscapes/scenics, agriculture, business concepts. Model release preferred. Photo captions required.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with résumé of credits along with business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Portfolios may be submitted via CD-ROM." DO NOT SEND ORIGINALS. Responds in 2 weeks. Simultaneous submissions OK. Pays \$75-400 for color photo; \$200-400/day. "We pay a cover bonus." **Pays on acceptance.** Credit line given, except in advertorials. Buys one-time rights.

Tips In portfolio or samples, likes to see "about 40 slides showing photographer's use of lighting and ability to work with people. Know your intended market. Familiarize yourself with the magazine and keep abreast of how photos are used in the general magazine field."

DISPLAY & DESIGN IDEAS

1145 Sanctuary Pkwy., Suite 355, Alpharetta GA 30004. (770)569-1540. Fax: (770)569-5105. E-mail: rsway@ddi magazine.com. Web site: www.ddimagazine.com. **Contact:** Roxanna Sway, editor. Circ. 21,500. Estab. 1988. Monthly magazine. Emphasizes retail design, store planning, visual merchandising. Readers are retail architects, designers and retail executives. Sample copies available.

Needs Buys 7 or fewer photos from freelancers/issue; 84 or fewer photos/year. Needs photos of architecture, mostly interior. Property release preferred.

Specs Uses 8 x 10 glossy color prints; 4 x 5 transparencies. Prefers digital submissions. Send via e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 3 weeks. Credit line given. Rights negotiable.

Tips Looks for architectural interiors, ability to work with different lighting. "Send samples (photocopies OK) and résumé."

DM NEWS

17 Battery Place, Suite 1330, New York NY 10004. (212)925-7300. Fax: (212)925-8754. E-mail: editor@dmnews.com. Web site: www.dmnews.com. **Contact:** Mickey Alam Khan, editor-in-chief. Circ. 50,300. Estab. 1979. Company publication for Courtenay Communications Corporation. Weekly newspaper. Emphasizes direct, interactive and database marketing. Readers are decision makers and marketing executives, ages 25-55. Sample copy available for \$2.

Needs Uses 20 photos/issue; 3-5 supplied by freelancers. Needs news head shots, product shots. Reviews photos purchased with accompanying manuscript only. Photo captions required.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1-2 weeks. Payment negotiable. **Pays on acceptance.** Buys worldwide rights.

Tips "News and business background are a prerequisite."

EL RESTAURANTE MEXICANO

Maiden Name Press, P.O. Box 2249, Oak Park IL 60303. (708)488-0100. Fax: (708)488-0101. E-mail: kfuore@res tmex.com. Web site: www.restmex.com. **Contact:** Kathy Furore, editor. Circ. 26,000. Estab. 1997. Bimonthly trade magazine for restaurants that serve Mexican, Tex-Mex, Southwestern and Latin cuisine. Sample copies available.

Needs Buys at least 1 photo from freelancers/issue; at least 6 photos/year. Needs photos of food/drink. Reviews photos with or without a manuscript.

Specs Uses 35mm transparencies. Accepts images in digital format. Send via e-mail as TIFF, JPEG files of at least 300 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, tearsheets, transparencies or stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months to queries. Previously published work OK. Pays \$450 maximum for color cover; \$125 maximum for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips "We look for outstanding food photography; the more creatively styled, the better."

ELECTRIC PERSPECTIVES

701 Pennsylvania Ave. NW, Washington DC 20004. (202)508-5584. Fax: (202)508-5759. E-mail: lrose@eei.org. Web site: www.eei.org. **Contact:** LaVonne Rose, photo coordinator. Circ. 11,000. Estab. 1976. Bimonthly magazine of the Edison Electric Institute. Emphasizes issues and subjects related to investor-owned electric utilities. Sample copy available on request.

Needs Needs photos relating to the business and operational life of electric utilities—from customer service to engineering, from executive to blue collar. Model release required. Photo captions preferred.

Specs Uses 8×10 glossy color prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via Zip, e-mail as TIFF, JPEG files at 300 dpi and scanned at a large size, at least 4×5.

Making Contact & Terms Send query letter with stock list or send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file; include SASE for return of material. Pays \$300-500 for color cover; \$100-300 for color inside; \$200-350 color page rate; \$750-1,500 for photo/text package. Pays on publication. Buys one-time rights; negotiable (for reprints).

Tips "We're interested in annual-report-quality images in particular. Quality and creativity are often more important than subject."

ELECTRICAL APPARATUS

Barks Publications, Inc., 400 N. Michigan Ave., Chicago IL 60611-4198. (312)321-9440. E-mail: edickson@barks.com. Web site: www.barks.com/eacurr.html. **Contact:** Elsie Dickson, associate publisher. Circ. 16,000. Monthly trade magazine. Emphasizes industrial electrical machinery maintenance and repair for the electrical aftermarket. Readers are "persons engaged in the application, maintenance and servicing of industrial and commercial electrical and electronic equipment." Sample copies available.

Needs "Assigned materials only. We welcome innovative industrial photography, but most of our material is staff-prepared." Photos purchased with accompanying manuscript or on assignment. Model release required "when requested." Photo captions preferred.

Making Contact & Terms Send query letter with résumé of credits. Contact sheet or contact sheet with negatives OK; include SASE for return of material. Responds in 3 weeks. Pays \$25-100 for b&w or color. Pays on publication. Credit line given. Buys all rights, but exceptions are occasionally made.

ESL TEACHER TODAY

2660 Petersborough St., Herndon VA 20171. E-mail: shannonaswriter@yahoo.com. **Contact:** Shannon Murphy. Quarterly trade magazine. Photo guidelines available via e-mail.

Needs Buys 12-24 photos/year. Needs photos of babies/children/teens, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, religious, rural, adventure, events, food/drink, sports, travel, agriculture, medicine, military, political, product shots/still life, science, technology—as related to teaching ESL (English as a Second Language) around the globe. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses glossy or matte color and/or b&w prints.

Making Contact & Terms Send query letter via e-mail. "If possible, please do not include photographs in files if they are sent through e-mail. A disk with your photographs sent to *ESL Teacher Today* is acceptable." Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Responds within 1 month to queries; 1 week to portfolios. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights; negotiable.

FARM JOURNAL

FarmJournal Media, 222 S. Jefferson St., Mexico MO 65265. (573)581-9641. Fax: (573)581-9646. E-mail: farmjournal@farmjournal.com. Web site: www.agweb.com. **Contact:** Anna McBrayer, art director. Circ. 600,000. Estab. 1877. Monthly magazine. Emphasizes the business of agriculture: "Good farmers want to know what their peers are doing and how to make money marketing their products." Free sample copy upon request.

● *Farm Journal* has received the Best Use of Photos/Design from the American Agricultural Editors' Association (AAEA).

Needs Freelancers supply 60% of the photos. Photos having to do with the basics of raising, harvesting and marketing of all the farm commodities, farm animals and international farming. People-oriented shots are encouraged. Also uses human interest and interview photos. All photos must relate to agriculture. Photos purchased with or without accompanying manuscript. Model release required. Photo captions required.

Specs Uses glossy or semigloss color prints; 35mm, 2¼×2¼ transparencies; all sizes for covers. Accepts images in digital format. Send via CD as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Arrange a personal interview or send photos by mail. Provide calling card and samples to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions OK. Pays per assignment or photo. Pays \$200-400/job; \$400-1,200 for color cover (plus cover bonus); \$150-500 for color inside. **Pays on acceptance.** Credit line given. Buys one-time rights; negotiable.

Tips "Be original and take time to see with the camera. Be selective. Look at use of light—available or strobed—and use of color. I look for an easy rapport between photographer and subject. Take as many different angles of subject as possible. Use fill where needed. Send nonreturnable samples of agriculture-related photos only."

We are always looking for photographers located in the midwest and other areas of the country where farming is a way of life. Don't forget to shoot vertical versions of everything to be used as possible cover shots."

FIRE CHIEF

330 N. Wabash Ave., Suite 2300, Chicago IL 60611. (312)595-1080. Fax: (312)595-0295. Web site: www.firechief.com. **Contact:** Art Director. Circ. 53,000. Estab. 1956. Monthly magazine. Emphasizes fire department management and operations. Readers are primarily fire officers and predominantly chiefs of departments. Sample copy free. Photo guidelines free with SASE or on Web site.

Needs Uses photos of fire and emergency response.

Specs Accepts images in digital format. Send via CD, Zip as TIFF, EPS files at highest possible resolution.

Making Contact & Terms Send any glossy color prints; 35mm, 2 1/4 x 2 1/4 transparencies by mail for consideration. Keeps samples on file. Responds in 1 month. Pays on publication. Buys first serial rights; negotiable.

Tips "Most photographs are part of a feature story; however, we do buy some for other use. Cover photos must include an officer in the picture—white, yellow or red helmet—in an action scene, fire, accident, incident, etc."

FIRE ENGINEERING

21-00 Route 208 South, Fairlawn NJ 07410. (973)251-5040. Fax: (973)251-5065. E-mail: dianef@pennwell.com. Web site: www.fireengineering.com. **Contact:** Diane Feldman, executive editor. Estab. 1877. Training magazine for firefighters. Photo guidelines free.

Needs Uses 400 photos/year. Needs action photos of disasters, firefighting, EMS, public safety, fire investigation and prevention, rescue. Photo captions required; include date, what is happening, location and fire department contact.

Specs Uses prints; 35mm transparencies. Accepts images in digital format. Send via CD as JPEG files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail for consideration. Responds in 3 months. Pays \$300 for color cover; \$35-150 for color inside. Pays on publication. Credit line given. Rights negotiable.

Tips "Firefighters must be doing something. Our focus is on training and learning lessons from photos."

FIREHOUSE MAGAZINE

3 Huntington Quadrangle, Suite 301N, Melville NY 11747. (631)845-2700. Fax: (631)845-7218. Web site: www.firehouse.com. **Contact:** Harvey Eisner, editor-in-chief. Circ. 110,000. Estab. 1976. Monthly. Emphasizes "firefighting—notable fires, techniques, dramatic fires and rescues, etc." Readers are "paid and volunteer firefighters, EMTs." Sample copy available for \$5 with 9 x 12 SASE and 7 first-class stamps. Photo guidelines free with SASE or on Web site.

Needs Buys 20 photos from freelancers/issue; 240 photos/year. Needs photos of fires, terrorism, firefighter training, natural disasters, highway incidents, hazardous materials, dramatic rescues. Model release preferred.

Specs Uses 3 x 5, 5 x 7, 8 x 10 matte or glossy b&w or color prints; 35mm transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms "Photos must not be more than 30 days old." Include SASE. "Photos cannot be returned without SASE." Responds ASAP. Pays up to \$300 for color cover; \$20-100 for b&w inside; \$20-200 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Mostly we are looking for action-packed photos—the more fire, the better the shot. Show firefighters in full gear; do not show spectators. Fire safety is a big concern. Much of our photo work is freelance. Try to be in the right place at the right time as the fire occurs. Be sure that photos are clear, in focus, and show firefighters/EMTs at work. *Firehouse* encourages submissions of high-quality action photos that relate to the firefighting/EMS field. Please understand that while we encourage first-time photographers, a minimum waiting period of 3-6 months is not unusual. Although we are capable of receiving photos over the Internet, please be advised that there are color variations. Include captions. Photographers must include a SASE, and we cannot guarantee the return of unsolicited photos. Mark name and address on the back of each photo."

FIRE-RESCUE MAGAZINE

Elsevier Public Safety, 525 B St., Suite 1900, San Diego CA 92101. (800)266-5367. Fax: (619)699-6396. E-mail: m.garrido@elsevier.com. Web site: www.firerescue1.com. **Contact:** Michelle Garrido, editor. Circ. 50,000. Estab. 1997. Monthly. Emphasizes techniques, equipment, action stories of fire and rescue incidents. Editorial slant: "Read it today, use it tomorrow." Sample copy free with 9 x 12 SAE and 7 first-class stamps. Photo guidelines free with SASE.

Needs Uses 50-75 photos/issue; 25-50 supplied by freelancers. Needs photos of disasters, emergency medical services, rescue scenes, transport, injured victims, equipment and personnel, training, earthquake rescue operations. Special photo needs include strong color shots showing newsworthy rescue operations, including a unique

or difficult firefighting, rescue/extrication, treatment, transport, personnel, etc.; b&w showing same. Photo captions required.

Specs Prefers slides/transparencies. Accepts images in digital format. Send via Zip, e-mail, Jaz, CD as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with 5 × 7 or larger glossy color prints or color contact sheets. Pays \$200 for cover; \$20-125 for color inside; \$10-100 for b&w inside. Pays on publication. Credit line given. Buys one-time rights.

Tips Looks for "photographs that show firefighters in action, using proper techniques and wearing the proper equipment. Submit timely photographs that show the technical aspects of firefighting and rescue. Tight shots/close-ups preferred."

\$ \$ FLORAL MANAGEMENT MAGAZINE

Society of American Florists, 1601 Duke St., Alexandria VA 22314. (703)836-8700. Fax: (800)208-0078. E-mail: kpenn@safnow.org. Web site: www.safnow.org. **Contact:** Kate Penn, editor-in-chief. Estab. 1894. National trade association magazine representing growers, wholesalers and retailers of flowers and plants. Photos used in magazine and promotional materials.

Needs Offers 15-20 assignments/year. Needs photos of floral business owners, employees on location, and retail environmental portraits. Reviews stock photos. Model release required. Photo captions preferred.

Audiovisual Needs Uses slides (with graphics) for convention slide shows.

Specs Prefers images in digital format. Send via CD or e-mail as TIFF files at 300 dpi. Also uses b&w prints; transparencies.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 week. Pays \$150-600 for color cover; \$75-150/hour; \$125-250/job; \$75-500 for color inside. Credit line given. Buys one-time rights.

Tips "We shoot a lot of tightly composed, dramatic shots of people, so we look for these skills. We also welcome input from the photographer on the concept of the shot. Our readers, as business owners, like to see photos of other business owners. Therefore, people photography, on location, is particularly popular." Photographers should approach magazine "via letter of introduction and sample. We'll keep name in file and use if we have a shoot near photographer's location."

\$ FOOD DISTRIBUTION MAGAZINE

P.O. Box 811768, Boca Raton FL 33481. (561)994-1118. Fax: (561)994-1610. **Contact:** Ken Whitacre, editor. Circ. 35,000. Estab. 1959. Monthly magazine. Emphasizes gourmet and specialty foods. Readers are male and female food-industry executives, ages 30-60. Sample copy available for \$5.

Needs Buys 3 photos from freelancers/issue; 36 photos/year. Needs photos of food: prepared food shots, products on store shelves. Reviews photos with accompanying manuscript only. Model release required for models only. Photo captions preferred; include photographer's name, subject.

Making Contact & Terms Send any size color prints or slides and 4 × 5 transparencies by mail with SASE for consideration. Responds in 2 weeks. Simultaneous submissions OK. Pays \$100 minimum for color cover; \$50 minimum for color inside. Pays on publication. Credit line given. Buys all rights.

THE FRUIT GROWERS NEWS

Great American Publishing, P.O. Box 128, Sparta MI 49345. (616)887-9008. E-mail: editor@fruitgrowersnews.com. Web site: www.fruitgrowersnews.com. **Contact:** Kimberly Warren, editorial director. Circ. 14,000. Monthly. Emphasizes all aspects of tree fruit and small fruit growing as well as farm marketing. Readers are growers but include anybody associated with the field. Sample copy available for \$6.

Needs Buys 3 photos from freelancers/issue; 25 photos/year. Needs portraits of growers, harvesting, manufacturing, field shots for stock photography—anything associated with fruit growing. Photo captions required.

Specs Accepts images in digital format. Send via CD as JPEG, TIFF or EPS files at 300 dpi, at least 4 × 6.

Making Contact & Terms Query about prospective jobs. Simultaneous submissions and previously published work OK. Payment rates to be negotiated between editorial director and individual photographer. Pays on publication. Credit line given. Buys first North American rights.

Tips "Learn about the field. Great American Publishing also publishes *The Vegetable Growers News*, *Spudman*, *Fresh Cut*, *Museums & More* and *Party & Paper Retailer*. Contact the editorial director for information on these publications."

GEOSYNTHETICS

(formerly *Geotechnical Fabrics Report*), Industrial Fabrics Association International, 1801 County Road B W., Roseville MN 55113. (651)222-2508 or (800)225-4324. Fax: (651)225-6966. E-mail: gfr@ifai.com. Web site: www.gfrmagazine.com and www.ifai.com. **Contact:** Ron Bygness, editor. Circ. 18,000. Estab. 1983. Association

magazine published 6 times/year. Emphasizes geosynthetics in civil engineering applications. Readers are civil engineers, professors and consulting engineers. Sample copies available.

Needs Uses 10-15 photos/issue; various number supplied by freelancers. Needs photos of finished applications using geosynthetics; photos of the application process. Reviews photos with accompanying manuscript only. Model release required. Photo captions required; include project, type of geosynthetics used and location.

Specs Prefers images in digital format.

Making Contact & Terms "Please call before submitting samples!" Keeps samples on file. Responds in 1 month. Simultaneous submissions OK. Credit line given. Buys all rights; negotiable.

Tips "There is no cash payment from our magazine."

\$\$\$ GOVERNMENT TECHNOLOGY

e.Republic, Inc., 100 Blue Ravine Rd., Folsom CA 95630. (916)932-1300. E-mail: jjones@govtech.net. Web site: www.govtech.net. **Contact:** Jessica Jones, managing editor. Circ. 60,000. Estab. 2001. Monthly trade magazine. Emphasizes information technology as it applies to state and local government. Readers are government executives.

Needs Buys 2 photos from freelancers/issue; 20 photos/year. Needs photos of celebrities, disasters, environmental, political, technology/computers. Reviews photos with accompanying manuscript only. Model release required; property release preferred. Photo captions required.

Specs Uses 8×10 matte b&w prints; 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, prints, tearsheets. Portfolio may be dropped off every Monday. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$600-900 for b&w cover; \$600-1,200 for color cover; \$600-800 for b&w or color inside. Pays on publication. Credit line not given. Buys one-time rights, electronic rights.

Tips "See some of the layout of the magazine; read a little of it."

\$ GRAIN JOURNAL

3065 Pershing Court, Decatur IL 62526. (217)877-9660. Fax: (217)877-6647. E-mail: ed@grainnet.com. Web site: www.grainnet.com. **Contact:** Ed Zdrojewski, editor. Circ. 10,752. Bimonthly trade magazine. Emphasizes grain industry. Readers are "elevator and feed mill managers primarily, as well as suppliers and others in the industry." Sample copy free with 10×12 SAE and 3 first-class stamps.

Needs Uses about 1-2 photos/issue. "We need photos concerning industry practices and activities. We look for clear, high-quality images without a lot of extraneous material." Photo captions preferred.

Specs Accepts images in digital format. Send via e-mail, floppy disk, Zip.

Making Contact & Terms Send query letter with samples and list of stock photo subjects. Responds in 1 week. Pays \$100 for color cover; \$30 for b&w inside. Pays on publication. Credit line given. Buys all rights; negotiable.

\$ THE GREYHOUND REVIEW

NGA, P.O. Box 543, Abilene KS 67410. (785)263-4660. E-mail: nga@ngagreyhounds.com. Web site: www.ngagreyhounds.com. **Contact:** Tim Horan. Circ. 3,006. Monthly publication of The National Greyhound Association. Emphasizes Greyhound racing and breeding. Readers are Greyhound owners and breeders. Sample copy free with SAE and 11 first-class stamps.

Needs Buys 1 photo from freelancers/issue; 12 photos/year. Needs "anything pertinent to the Greyhound that would be of interest to Greyhound owners." Photo captions required.

Making Contact & Terms Query first. After response, send b&w or color prints and contact sheets by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Can return unsolicited material if requested; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$85 for color cover; \$25-100 for color inside. **Pays on acceptance.** Credit line given. Buys one-time and North American rights.

Tips "We look for human-interest or action photos involving Greyhounds. No muzzles, please, unless the Greyhound is actually racing. When submitting photos for our cover, make sure there's plenty of cropping space on all margins around your photo's subject; full breeds on our cover are preferred."

\$\$\$ HEATING PLUMBING AIR CONDITIONING (HPAC) MAGAZINE

Rogers Media, Inc., 1 Mount Pleasant Rd., Toronto ON M4Y 2Y5 Canada. (416)764-2000. Fax: (416)764-1746. E-mail: bruce.meacock@hpacmag.rogers.com. Web site: www.bizlink.com/heatingandplumbing.htm. **Contact:** Bruce Meacock, publisher. Circ. 17,000. Estab. 1927. Bimonthly magazine plus annual buyers guide. Emphasizes heating, plumbing, air conditioning, refrigeration. Readers are predominantly male mechanical contractors, ages 30-60. Sample copy available for \$4.

Needs Buys 5-10 photos from freelancers/issue; 30-60 photos/year. Needs photos of mechanical contractors at work, site shots, product shots. Model/property release preferred. Photo captions preferred.

Specs Prefers images in digital format. Send via CD, e-mail as TIFF, JPEG files at 300 dpi minimum. Also uses 4 × 6 glossy/semi-matte color and/or b&w prints; 35mm transparencies.

Making Contact & Terms Send unsolicited photos by mail for consideration. Cannot return material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$400 for b&w or color cover; \$50-200 for b&w or color inside (payment in Canadian dollars). Pays on publication. Credit line given. Buys one-time rights; negotiable.

\$ HEREFORD WORLD

American Hereford Association, P.O. Box 014059, Kansas City MO 64101. (816)842-3757. Fax: (816)842-6931. E-mail: cvaught@hereford.org. Web site: www.herefordworld.org. **Contact:** Caryn Vaught, production manager. Circ. 10,000. "We also publish a commercial edition with a circulation of 25,000." Estab. 1947. Monthly association magazine. Emphasizes Hereford cattle for registered breeders, commercial cattle breeders and agri-businessmen in related fields.

Specs Uses b&w and color prints.

Making Contact & Terms Query. Responds in 2 weeks. Pays \$5 for b&w print; \$100 for color print. Pays on publication.

Tips Wants to see "Hereford cattle in quantities, in seasonal and/or scenic settings."

\$ \$ IEEE SPECTRUM

3 Park Ave., 17th Floor, New York NY 10016. (212)419-7569. Fax: (212)419-7570. E-mail: r.silberman@ieee.org. Web site: www.spectrum.ieee.org. **Contact:** Randi Silberman, photo editor. Circ. 370,000. Monthly magazine of the Institute of Electrical and Electronics Engineers, Inc. (IEEE). Emphasizes electrical and electronics field and high technology. Readers are males/females, educated, ages 20-70.

Needs Uses 20-30 photos/issue. Purchases stock photos in following areas: technology, energy, medicine, military, sciences and business concepts. Hires assignment photographers for location shots and portraiture, as well as product shots. Model/property release required. Photo captions required.

Specs Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Provide promos or tearsheets to be kept on file for possible future assignments. Pays \$1,200 for color cover; \$200-600 for inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips Wants photographers who are consistent, have an ability to shoot color and b&w, display a unique vision, and are receptive to their subjects. "As our subject matter is varied, *Spectrum* uses a variety of imagemakers."

IGA GROCERGRAM

Pace Communications, 1301 Carolina St., Greensboro NC 27401. (336)383-5772. Fax: (336)383-5792. E-mail: chris.ferguson@paceco.com. **Contact:** Chris Ferguson, art director. Circ. 11,000. Estab. 1926. Monthly magazine of the Independent Grocers Alliance. Emphasizes food industry. Readers are IGA retailers. Sample copy available upon request.

Needs Needs in-store shots, food (appetite appeal). Prefers shots of IGA stores. Model/property release required. Photo captions required.

Specs Accepts images in digital format. Send as TIFF files at 350 dpi.

Making Contact & Terms Send unsolicited 35mm transparencies by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pay negotiable. **Pays on acceptance.** Credit line given. Buys one-time rights.

\$ ITE JOURNAL

1099 14th St. NW, Suite 300W, Washington DC 20005-3438. (202)289-0222. Fax: (202)289-7722. E-mail: ite_staff@ite.org. Web site: www.ite.org. **Contact:** Managing Editor. Circ. 17,000. Estab. 1930. Monthly journal of the Institute of Transportation Engineers. Emphasizes surface transportation, including streets, highways and transit. Readers are transportation engineers and professionals.

Needs One photo used for cover illustration per issue. Needs "shots of streets, highways, traffic, transit systems. No airports, airplanes, or bridges." Also considers landscapes, cities, rural, automobiles, travel, industry, technology, historical/vintage. Model release required. Photo captions preferred; include location, name or number of road or highway, and details.

Making Contact & Terms Send query letter with list of stock photo subjects. Send 35mm slides or 2 1/4 × 2 1/4 transparencies by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "Send originals; no dupes, please." Simultaneous submissions and

previously published work OK. Pays \$200 for color cover. Pays on publication. Credit line given. Buys multiple-use rights.

Tips "Send a package to me in the mail; package should include samples in the form of slides and/or transparencies."

\$ JOURNAL OF ADVENTIST EDUCATION

General Conference of Seventh-day Adventists, 12501 Old Columbia Pike, Silver Spring MD 20904-6600. (301)680-5075. Fax: (301)622-9627. E-mail: rumbleb@gc.adventist.org. Web site: <http://education.gc.adventist.org/jae>. **Contact:** Beverly J. Rumble, editor. Circ. 11,000. Estab. 1939. Published 5 times/year. Emphasizes procedures, philosophy and subject matter of Christian education. Official professional organ of the Department of Education covering elementary, secondary and higher education for all Seventh-day Adventist educational personnel.

Needs Buys 5-15 photos from freelancers/issue; up to 75 photos/year. Needs photos of children/teens, multicultural, parents, education, religious, health/fitness, technology/computers with people, committees, offices, school photos of teachers, students, parents, activities at all levels. Reviews photos with or without a manuscript. Model release preferred. Photo captions preferred.

Specs Uses mostly color prints; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send via Zip, CD-ROM, e-mail as TIFF, GIF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with prints, photocopies, transparencies. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 1 month to queries. Simultaneous submissions and previously published work OK. Pays \$100-350 for color cover; \$35-50 for b&w inside; \$50-100 for color inside. Willing to negotiate on electronic usage of photos. Pays on publication. Credit line given. Buys one-time rights.

Tips "Get good-quality people shots—close-ups, verticals especially; use interesting props in classroom shots; include teacher and students together, teachers in groups, parents and teachers, cooperative learning and multiage, multicultural children. Pay attention to backgrounds (not too busy) and understand the need for high-res photos!"

\$ \$ JOURNAL OF PROPERTY MANAGEMENT

430 N. Michigan Ave., Chicago IL 60611-4090. (312)329-6058. Fax: (312)410-7958. E-mail: kgunderson@irem.org. Web site: www.irem.org. **Contact:** Managing Editor. Circ. 18,000. Estab. 1934. Bimonthly magazine of the Institute of Real Estate Management. Emphasizes real estate management. Readers are mid- and upper-level managers of investment real estate. Sample copy free with SASE.

Needs Buys 3 photos from freelancers/issue; 18 photos/year. Needs photos of architecture, cities/urban (apartments, condos, offices, shopping centers, industrial), building operations and office interaction. Model/property release preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Contact managing editor for detailed submission guidelines.

\$ JOURNAL OF PSYCHOACTIVE DRUGS

Haight-Ashbury Publications, 856 Sanyan St., San Francisco CA 94117. (415)752-7601. Fax: (415)933-8674. **Contact:** Richard B. Seymour, editor. Circ. 1,400. Estab. 1967. Quarterly. Emphasizes "psychoactive substances (both legal and illegal)." Readers are "professionals (primarily health) in the drug abuse treatment field."

Needs Uses 1 photo/issue; supplied by freelancers. Needs "full-color abstract, surreal, avant garde or computer graphics."

Making Contact & Terms Send query letter with 4 x 6 color prints or 35mm slides. Include SASE for return of material. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$50 for color cover. Pays on publication. Credit line given. Buys one-time rights.

\$ \$ JUDICATURE

2700 University Ave., Des Moines IA 50311. (773)973-0145. Fax: (773)338-9687. E-mail: drichert@ajs.org. Web site: www.ajs.org. **Contact:** David Richert, editor. Circ. 6,000. Estab. 1917. Bimonthly publication of the American Judicature Society. Emphasizes courts, administration of justice. Readers are judges, lawyers, professors, citizens interested in improving the administration of justice. Sample copy free with 9 x 12 SAE and 6 first-class stamps.

Needs Buys 1-2 photos from freelancers/issue; 6-12 photos/year. Needs photos relating to courts, the law. "Actual or posed courtroom shots are always needed." Interested in fine art, historical/vintage. Model/property release preferred. Photo captions preferred.

Specs Uses b&w and/or color prints. Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 600 dpi.

Making Contact & Terms Send 5×7 glossy b&w prints or slides by mail for consideration; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$250 for b&w cover; \$350 for color cover; \$125-250 for b&w inside; \$125-300 for color inside. Pays on publication. Credit line given. Buys one-time rights.

\$ LANDSCAPE ARCHITECTURE

636 Eye St. NW, Washington DC 20001. (202)898-2444. E-mail: jroth@asla.org. Web site: www.asla.org. **Contact:** Jeff Roth, art director. Circ. 22,000. Estab. 1910. Monthly magazine of the American Society of Landscape Architects. Emphasizes "landscape architecture, urban design, parks and recreation, architecture, sculpture" for professional planners and designers.

Needs Buys 5-10 photos from freelancers/issue; 50-120 photos/year. Needs photos of landscape- and architecture-related subjects as described above. Special needs include aerial photography and environmental portraits. Model release required. Credit, caption information required.

Making Contact & Terms Send query letter with samples or list of stock photo subjects. Provide brochure, flier or tearsheets to be kept on file for possible future assignments. Response time varies. Previously published work OK. Pays \$300-600/day. Pays on publication. Credit line given. Buys one-time rights.

Tips "We take an editorial approach to photographing our subjects."

\$ [A] [C] THE MANITOBA TEACHER

191 Harcourt St., Winnipeg MB R3J 3H2 Canada. (204)888-7961. Fax: (204)831-0877. E-mail: gstephenson@mbteach.org. Web site: www.mbteach.org. **Contact:** George Stephenson, editor. Circ. 17,000. Magazine of The Manitoba Teachers' Society published 7 times/year. Emphasizes education in Manitoba—specifically teachers' interests. Readers are teachers and others in education. Sample copy free with 10×12 SAE and Canadian stamps.

Needs Buys 3 photos from freelancers/issue; 21 photos/year. Needs action shots of students and teachers in education-related settings. Model release required.

Making Contact & Terms Send 8×10 glossy b&w prints by mail for consideration; include SASE for return of material. Submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Pays \$40/photo for single use.

Tips "Always submit action shots directly related to major subject matter of publication and interests of readership."

\$ \$ [M] MARKETING & TECHNOLOGY GROUP

1415 N. Dayton, Chicago IL 60622. (312)274-2216. Fax: (312)266-3363. E-mail: qburns@meatingplace.com. Web site: www.marketingandtechnology.com. **Contact:** Queenie Burns, vice president/design & production. Circ. 18,000. Estab. 1993. Publishes magazines that emphasize meat and poultry processing. Readers are predominantly male, ages 35-65, generally conservative. Sample copy available for \$4.

Needs Buys 1-3 photos from freelancers/issue. Needs photos of food, processing plant tours, product shots, illustrative/conceptual. Model/property release preferred. Photo captions preferred.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Submit portfolio for review. Keeps samples on file. Responds in 1 month. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given.

Tips "Work quickly and meet deadlines. Follow directions when given; and when none are given, be creative while using your best judgment."

[M] [C] [M] MEETINGS AND INCENTIVE TRAVEL

Rogers Media, 1 Mount Pleasant Rd., 7th Floor, Toronto ON M4Y 2Y5 Canada. (416)764-1634. Fax: (416)764-1419. E-mail: dave.curcio@mtg.rogers.com. Web site: www.meetingscanada.com. **Contact:** David Curcio, creative and design director. Circ. 10,500. Estab. 1970. Bimonthly trade magazine emphasizing meetings and travel.

Needs Buys 1-5 photos from freelancers/issue; 7-30 photos/year. Needs photos of environmental, landscapes/scenics, cities/urban, interiors/decorating, events, food/drink, travel, business concepts, technology/computers. Reviews photos with or without a manuscript. Model/property release required. Photo captions required; include location and date.

Specs Uses 8×12 prints depending on shoot and size of photo in magazine. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Contact through rep or send query letter with tearsheets. Portfolio may be dropped off every Tuesday. Provide résumé, business card, self-promotion piece to be kept on file for possible future

assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. "Payment depends on many factors." Credit line given. Buys one-time rights.

Tips "Send samples to keep on file."

\$ **MILITARY OFFICER MAGAZINE**

201 N. Washington St., Alexandria VA 22314. (800)234-6622. Fax: (703)838-8179. E-mail: editor@moaa.org. Web site: www.moaa.org. **Contact:** Jill Akers, photo editor. Circ. 400,000. Estab. 1945. Monthly publication of the Military Officers Association of America. Represents the interests of military officers from the 7 uniformed services: Army, Navy, Air Force, Marine Corps, Coast Guard, Public Health Service and National Oceanic and Atmospheric Administration. Emphasizes military history (particularly Vietnam and Korea), travel, health, second-career job opportunities, military family lifestyle and current military/political affairs. Readers are commissioned officers or warrant officers and their families. Sample copy available on request with 9 × 12 SASE.

Needs Buys 8 photos from freelancers/issue; 96 photos/year. "We're always looking for good color images of active-duty military people and healthy, active mature adults with a young 50s look—our readers are 55-65."

Specs Uses digital images as well as 2¼ × 2¼ or 4 × 5 transparencies. Send digital images via e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send query letter with list of stock photo subjects. Provide résumé, brochure, flier to be kept on file. "Do NOT send original photos unless requested to do so." Payment negotiated. "Photo rates vary with size and position." Pays on publication. Credit line given. Buys one-time rights.

\$ \$ **THE NATIONAL NOTARY**

National Notary Association, 9350 De Soto Ave., P.O. Box 2402, Chatsworth CA 91313-2402. (818)739-4000. Web site: www.nationalnotary.org. **Contact:** Chuck Faerber, editor. Circ. 300,000 +. Bimonthly association magazine. Emphasizes "Notaries Public and notarization—goal is to impart knowledge, understanding and unity among notaries nationwide and internationally." Readers are employed primarily in the following areas: law, government, finance and real estate. Sample copy available for \$5.

Needs Number of photos purchased varies with each issue. "Photo subject depends on accompanying story/theme; some product shots used." Reviews photos with accompanying manuscript only. Model release required.

Making Contact & Terms Send query letter with samples. Provide business card, tearsheets, résumé or samples to be kept on file for possible future assignments. Prefers to see prints as samples. Cannot return material. Responds in 6 weeks. Previously published work OK. Pays \$25-300 depending on job. Pays on publication. Credit line given "with editor's approval of quality." Buys all rights.

Tips "Since photography is often the art of a story, the photographer must understand the story to be able to produce the most useful photographs."

THE NATIONAL RURAL LETTER CARRIER

1630 Duke St., 4th Floor, Alexandria VA 22314-3465. (703)684-5545. Web site: www.nrlca.org. **Contact:** Melissa Ray, managing editor. Circ. 98,000. Monthly magazine. Official publication of the National Rural Letter Carriers' Association. Emphasizes federal legislation and issues affecting rural letter carriers and the activities of the association.

- This magazine uses a limited number of photos in each issue, usually only a cover photograph.

Needs Specific photo needs: unusual mailboxes. Photos purchased with accompanying manuscript. Photo captions required.

Specs Uses 8 × 10 glossy b&w or color prints. Vertical format necessary for cover.

Making Contact & Terms Send material by mail for consideration. Previously published work OK. Pays on publication. Credit line given.

Tips "Please submit sharp and clear photos."

\$ **NAVAL HISTORY**

U.S. Naval Institute, 291 Wood Rd., Annapolis MD 21402. (410)295-1071. Fax: (410)295-1049. E-mail: avoight@usni.org. Web site: www.usni.org. **Contact:** Amy Voight, photo editor. Circ. 50,000. Estab. 1873. Bimonthly association publication. Emphasizes Navy, Marine Corps, Coast Guard. Readers are male and female naval officers (enlisted, retirees), civilians. Photo guidelines free with SASE.

Needs Needs 40 photos from freelancers/issue; 240 photos/year. Needs photos of foreign and U.S. Naval, Coast Guard and Marine Corps vessels, industry, military, personnel and aircraft. Interested in historical/vintage. Photo captions required.

Specs Uses 8 × 10 glossy or matte b&w and/or color prints (color preferred); transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail for consideration; include SASE for return of material.

Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$200 for color cover; \$50 for color inside. Pays on publication. Credit line given. Buys one-time and electronic rights.

\$ NEVADA FARM BUREAU AGRICULTURE AND LIVESTOCK JOURNAL

2165 Green Vista Dr., Suite 205, Sparks NV 89431. (775)674-4000. Web site: <http://nvfb.fb.org>. **Contact:** John Corbin. Circ. 7,200. Monthly tabloid. Emphasizes Nevada agriculture. Readers are primarily Nevada Farm Bureau members and their families; men, women and youth of various ages. Members are farmers and ranchers. Sample copy free with 10×13 SAE with 3 first-class stamps.

Needs Uses 5 photos/issue; 30% occasionally supplied by freelancers. Needs photos of Nevada agriculture people, scenes and events. Model release preferred. Photo captions required.

Making Contact & Terms Send 3×5 and larger b&w prints, any format and finish, by mail with SASE for consideration. Responds in 1 week. Pays \$10 for b&w cover; \$5 for b&w inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips In portfolio or samples, wants to see "newsworthiness, 50%; good composition, 20%; interesting action, 20%; photo contrast/resolution, 10%. Try for new angles on stock shots: awards, speakers, etc. We like 'Great Basin' agricultural scenery such as cows on the rangelands and high desert cropping. We pay little, but we offer credits for your résumé."

NEWDESIGN MAGAZINE

6A New St., Warwick, Warwickshire CV34 4RX United Kingdom. (44)(1926)408207. Fax: (44)(1926)408206. E-mail: hannah@newdesignmagazine.co.uk. Web site: www.newdesignmagazine.co.uk. **Contact:** Hannah Spicer, arts editor. Circ. 5,000. Estab. 2000. Published 10 times/year. Emphasizes product design for product designers. Informative, inspirational. Sample copies available.

Needs Needs photos of product shots/still life, technology. Reviews photos with or without a manuscript.

Specs Uses glossy color prints; 35mm transparencies. Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé. Provide self-promotion piece to be kept on file for possible future assignments. Cannot return material. Responds only if interested; send nonreturnable samples. Pays on publication. Credit line given.

9-1-1 MAGAZINE

18201 Weston Place, Tustin CA 92780. (714)544-7776. E-mail: editor@9-1-1magazine.com. Web site: www.9-1-1magazine.com. **Contact:** Randall Larson, editor. Circ. 18,000. Estab. 1988. Published 9 times/year. Emphasizes public safety communications for police, fire, paramedic, dispatch, medical, etc. Readers are ages 20-65. Sample copy free with 9×12 SASE and 7 first-class stamps. Photo guidelines free with SASE.

Needs Buys 20-30 photos from freelancers/issue; 270 photos/year. "Primary needs include dramatic photographs of incidents and unusual situations for covers; *From the Field*, our 2-page photo department included in each issue; and to illustrate articles. We especially need communications-related photos and law enforcement images. We have an overabundance of car-crash and structure-fire images, and are only looking for the more unusual or spectacular images in those categories. We rarely use stock photos, and we insist that all photography submitted to *9-1-1 Magazine* be for our exclusive use." Photo captions required; if possible, include incident location by city and state, agencies involved, incident details.

Specs Prefers digital images but also accepts color prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. "Digital picture submissions should be from a (minimum) 4-megapixel camera at highest setting (or minimum resolution of 1,500 pixels wide; or 5" wide at 300 dpi). Low-res samples acceptable with query."

Making Contact & Terms Send query letter with list of stock photo subjects. "Prefer original images versus stock content." Send unsolicited photos by post or e-mail for consideration; include SASE for return of material. Responds in 3 weeks. Pays \$300 for color cover; \$50 for color inside, ¼ page or less; \$75 for color inside, ½ page; \$100 for color inside, full page. Pays on publication. Credit line given. Buys one-time rights.

Tips "We need photos for unillustrated cover stories and features appearing in each issue. See editorial calendar on Web site under 'Advertising' link. Assignments possible. Emphasis is on interesting composition, clarity and uniqueness of image."

NORTHWEST TERRITORIES EXPLORER'S GUIDE

Northwest Territories Tourism, P.O. Box 610, Yellowknife NT X1A 2N5 Canada. (867)873-5007. Fax: (867)873-4059. E-mail: nwtat@explorenwt.com. Web site: www.explorenwt.com. **Contact:** David Grindlay, executive director. Circ. 90,000. Estab. 1996. Annual tourism publication for Northwest Territories. Sample copies available.

Needs Needs photos of babies/children/teens, couples, multicultural, families, senior citizens, landscapes/

scenics, wildlife, adventure, automobiles, events, travel. Interested in historical/vintage, seasonal. Also needs photos of Northwest Territories, winter and road touring.

Specs Uses 35mm transparencies.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies, stock list. Portfolio may be dropped off Monday through Saturday. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 1 week to queries. Simultaneous submissions OK. **Pays on acceptance.**

PACIFIC FISHING

1710 S. Norman St., Seattle WA 98144. (206)709-1840. Fax: (206)324-8939. E-mail: jholland@pfmag.com. Web site: www.pfmag.com. **Contact:** John Holland, editor. Circ. 9,100. Estab. 1979. Monthly magazine. Emphasizes commercial fishing on West Coast—California to Alaska. Readers are 80% owners of fishing operations, primarily male, ages 25-55; 20% processors, marketers and suppliers. Sample copy free with 11 × 14 SAE and 8 first-class stamps. Photo guidelines free with SASE.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of all aspects of commercial fisheries on West Coast of U.S., Canada and Pacific islands. Special needs include "high-quality, active digital images of fishing boats and fishermen working their gear, dockside shots and the processing of seafood." Model/property release preferred. Photo captions required; include names and locations.

Specs Prefers high-res digital images only. Send via e-mail as JPEG files at 300 dpi.

Making Contact & Terms Query by e-mail with digital images. Responds in 2-6 weeks. Previously published work OK "if not previously published in a competing trade journal." Pays \$200 for color cover; \$25 for b&w inside; \$50 for color inside. Pays on publication. Credit line given. Buys one-time rights, first North American serial rights.

Tips Wants to see "clear, close-up and active photos, especially on-board fishing vessels."

THE PARKING PROFESSIONAL

P.O. Box 7167, Fredericksburg VA 22404. (540)371-7535. Fax: (540)371-8022. E-mail: jackson@parking.org. Web site: www.parking.org. **Contact:** Kim Jackson, editor. Circ. 10,000. Estab. 1984. Monthly magazine of the International Parking Institute. Emphasizes parking and transportation: public, private, institutional, etc. Readers are male and female public parking and transportation managers, ages 30-60. Sample copy free.

Needs Buys 4-5 photos from freelancers/issue; 48-60 photos/year. Model release required. Photo captions preferred; include location, purpose, type of operation.

Specs Uses 5 × 7, 8 × 10 color and/or b&w prints; 35mm, 2 1/4 × 2 1/4, 4 × 5, 8 × 10 transparencies.

Making Contact & Terms Contact through rep. Arrange a personal interview to show portfolio for review. Send query letter with résumé of credits. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Previously published work OK. Pays \$100-300 for color cover; \$25-100 for b&w or color inside; \$100-500 for photo/text package. Pays on publication. Credit line given. Buys one-time, all rights; negotiable.

PEDIATRIC ANNALS

6900 Grove Rd., Thorofare NJ 08086. (856)848-1000. E-mail: pedann@slackinc.com. Web site: www.slackinc.com/child/pedann. Circ. 58,000. Monthly journal. Readers are practicing pediatricians. Sample copy free with SASE.

Needs Uses 5-7 photos/issue; primarily stock. Occasionally uses original photos of children in medical settings.

Specs Color photos preferred. Accepts images in digital format. Send as TIFF files at 300 dpi.

Making Contact & Terms Request editorial calendar for topic suggestions. E-mail query with link(s) to samples. Simultaneous submissions and previously published work OK. Pays \$300-700 for cover. Pays on publication. Credit line given. Buys one-time North American rights including any and all subsidiary forms of publication, such as electronic media and promotional pieces.

PEOPLE MANAGEMENT

Personnel Publications Ltd., 17 Britton St., London EC1M 5TP United Kingdom. E-mail: steve.crabb@peoplemanagement.co.uk. Web site: www.peoplemanagement.co.uk. **Contact:** Steve Crabb, editor. Circ. 120,000. Official publication of the Chartered Institute of Personnel and Development. Biweekly trade journal for professionals in personnel, training and development.

Needs Needs photos of industry, medicine. Interested in alternative process, documentary. Reviews photos with or without a manuscript. Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Jaz, Zip, e-mail, ISDN as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples. To show portfolio, photographer should follow up

with call. Portfolio should include b&w prints, slides, transparencies. Keeps samples on file. Responds only if interested; send nonreturnable samples. Pays £500 for cover; £500 including expenses for inside. Pays on publication. Rights negotiable.

PET PRODUCT NEWS

P.O. Box 6050, Mission Viejo CA 92690. (949)855-8822. Fax: (949)855-3045. E-mail: ppneditor@fancypubs.com. Web site: www.petproductnews.com. **Contact:** Photo Editor. Monthly tabloid. Emphasizes pets and the pet retail business. Readers are pet store owners and managers. Sample copy available for \$5. Photo guidelines free with SASE or on Web site.

Needs Buys 16-50 photos from freelancers/issue; 192-600 photos/year. Needs photos of people interacting with pets, retailers interacting with customers and pets, pets doing "pet" things, pet stores and vets examining pets. Also needs wildlife, events, industry, product shots/still life. Interested in seasonal. Reviews photos with or without a manuscript. Model/property release preferred. "Enclose a shipment description with each set of photos detailing the type of animal, name of pet store, names of well-known subjects and any procedures being performed on an animal that are not self-explanatory."

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms "We cannot assume responsibility for submitted material, but care is taken with all work. Freelancers must include a self-addressed, stamped envelope for returned work." Send sharp 35mm color slides or prints by mail for consideration. Responds in 2 months. Previously published work OK. Pays \$65 for color cover; \$45 for color inside. Pays on publication. Photographer also receives 2 complimentary copies of issue in which their work appears. Credit line given; name and identification of subject must appear on each slide or photo. Buys one-time rights.

Tips Looks for "appropriate subjects, clarity and framing, sensitivity to the subject. No avant garde or special effects. We need clear, straight-forward photography. Definitely no 'staged' photos; keep it natural. Read the magazine before submission. We are a trade publication and need business-like, but not boring, photos that will add to our subjects."

PI MAGAZINE, Journal of Professional Investigators

4400 Rt. 9 S., Suite 1000, P.O. Box 7198, Freehold NJ 07728-7198. (732)308-3800. Fax: (732)308-3314. E-mail: jim@pimagazine.com. Web site: www.pimagazine.com. **Contact:** Jimmie Mesis, publisher. Circ. 10,000. Estab. 1987. Bimonthly trade magazine. "Our audience is 80% private investigators with the balance law enforcement, insurance investigators, and people with interest in becoming a PI. The magazine features educational articles about the profession. Serious conservative format." Sample copy available for \$6.95 and SAE with \$1.75 first-class postage.

Needs Buys 10 photos from freelancers/issue; 60-100 photos/year. Needs photos of technology/computers, law/crime. Reviews photos with or without a manuscript. Model/property release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, e-mail as TIFF, EPS files at highest dpi.

Making Contact & Terms Send query letter with tearsheets, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$200-500 for color cover; \$50-200 for color inside. Pays on publication. Credit line given. Buys all rights; negotiable.

PILOT GETAWAYS

Airventure Publishing LLC, P.O. Box 550, Glendale CA 91209. (818)241-1890. E-mail: editor@pilotgetaways.com. Web site: www.pilotgetaways.com. **Contact:** John Kounis, editor. Circ. 25,000. Estab. 1998. Bimonthly magazine focusing on travel by private aircraft. Includes sections on backcountry, bush and mountain flying. Emphasizes backcountry aviation—flying, safety, education, new products, aviation advocacy, outdoor recreation and lifestyles. Readers are mid-life males, affluent. Sample copy available for \$4.95.

Needs Uses assignment photos. Needs photos of adventure, travel, product shots/still life. Model release required. Photo captions required.

Specs Accepts medium-format and 35mm slides. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Provide résumé, business card or tearsheets to be kept on file for possible future assignments; contact by e-mail. Responds in 1 month. Simultaneous submissions OK. Prefers previously unpublished work. Pays \$135 for color cover. Pays 30 days after publication. Credit line given. Buys all rights; negotiable.

Tips "Exciting, fresh and unusual photos of airplanes used for recreation. Backcountry aerial landscapes. Outdoor backcountry recreation: skiing, hiking, fishing and motor sports. Affluent backcountry lifestyles: homes, hangars and private airstrips. Query first. Don't send originals—color copies or low-resolution digital OK for evaluation."

\$\$\$ PLANNING

American Planning Association, 122 S. Michigan Ave, Chicago IL 60603. (312)431-9100. E-mail: rsessions@planning.org. Web site: www.planning.org. **Contact:** Richard Sessions, photo editor. Editor: Sylvia Lewis. Circ. 35,000. Estab. 1972. Monthly magazine. "We focus on urban and regional planning, reaching most of the nation's professional planners and others interested in the topic." Sample copy and photo guidelines free with 10×13 SAE and 4 first-class stamps (do not send cash or checks).

Needs Buys 4-5 photos from freelancers/issue; 60 photos/year. Photos purchased with accompanying manuscript and on assignment. Photo essay/photo feature (architecture, neighborhoods, historic preservation, agriculture); scenic (mountains, wilderness, rivers, oceans, lakes); housing; transportation (cars, railroads, trolleys, highways). "No cheesecake; no sentimental shots of dogs, children, etc. High artistic quality is very important. We publish high-quality nonfiction stories on city planning and land use. Ours is an association magazine but not a house organ, and we use the standard journalistic techniques: interviews, anecdotes, quotes. Topics include energy, the environment, housing, transportation, land use, agriculture, neighborhoods and urban affairs." Photo captions required.

Specs Uses 4-color prints; 35mm, 4×5 transparencies. Accepts images in digital format. Send via Zip, CD as TIFF, EPS, JPEG files at 300 dpi and around 5×7 in physical size.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 1 month. Previously published work OK. Pays \$50-100 for b&w photos; \$50-200 for color photos; \$350 maximum for cover; \$200-600 for manuscript. Pays \$25-75 for electronic use of images. Pays on publication. Credit line given.

Tips "Just let us know you exist. Eventually, we may be able to use your services. Send tearsheets or photocopies of your work, or a little self-promo piece. Subject lists are only minimally useful, as are Web site addresses. How the work looks is of paramount importance. Please don't send original slides or prints with the expectation of them being returned. Send something we can keep in our files."

\$\$\$ PLASTICS NEWS

1725 Merriman Rd., Akron OH 44313. (330)836-9180. Fax: (330)836-2322. E-mail: editorial@plasticsnews.com. Web site: www.plasticsnews.com. **Contact:** Don Loepp, managing editor. Circ. 60,000. Estab. 1989. Weekly tabloid. Emphasizes plastics industry business news. Readers are male and female executives of companies that manufacture a broad range of plastics products; suppliers and customers of the plastics processing industry. Sample copy available for \$1.95.

Needs Buys 1-3 photos from freelancers/issue; 52-156 photos/year. Needs photos of technology related to use and manufacturing of plastic products. Model/property release preferred. Photo captions required.

Making Contact & Terms Send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Send query letter with stock list. Keeps samples on file; include SASE for return of material. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$125-175 for color cover; \$100-150 for b&w inside; \$125-175 for color inside. Pays on publication. Credit line given. Buys one-time and all rights.

\$\$\$ PLASTICS TECHNOLOGY

Gardner Publications, 29 W. 34th St., New York NY 10001. (646)827-4848. Fax: (646)827-4859. E-mail: mdelia@ptonline.com. Web site: www.ptonline.com. **Contact:** Michael Delia, art director. Circ. 50,000. Estab. 1954. Monthly trade magazine. Sample copy available for first-class postage.

Needs Buys 1-3 photos from freelancers/issue. Needs photos of agriculture, business concepts, industry, science, technology. Model release required. Photo captions required.

Specs Uses 5×7 glossy color prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$1,000-1,300 for color cover; \$300 minimum for color inside. Pays on publication. Credit line given. Buys one-time rights, all rights; negotiable.

\$\$\$ POLICE AND SECURITY NEWS

DAYS Communications, Inc., 1208 Juniper St., Quakertown PA 18951. (215)538-1240. Fax: (215)538-1208. E-mail: amenear@policeandsecuritynews.com. Web site: www.policeandsecuritynews.com. **Contact:** Al Menear, associate publisher. Circ. 22,200. Estab. 1984. Bimonthly trade journal. "Police and Security News is edited for middle and upper management and top administration. Editorial content is a combination of articles and columns ranging from the latest in technology, innovative managerial concepts, training and industry news in the areas of both public law enforcement and private security." Sample copy free with 9¼×10 SAE and \$2.17 first-class postage.

Needs Buys 2 photos from freelancers/issue; 12 photos/year. Needs photos of law enforcement and security related. Reviews photos with or without a manuscript. Photo captions preferred.

Specs Uses color and b&w prints.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Portfolio should include b&w and/or color prints or tearsheets. Keeps samples on file; include SASE for return of material. Simultaneous submissions and previously published work OK. Pays \$20-40 for color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

POLICE MAGAZINE

3520 Challenger St., Torrance CA 90503. (310)533-2400. Fax: (310)533-2507. E-mail: info@policemag.com. Website: www.policemag.com. **Contact:** David Griffith, editor. Estab. 1976. Monthly. Emphasizes law enforcement. Readers are various members of the law enforcement community, especially police officers. Sample copies available. Photo guidelines free via e-mail.

Needs Uses in-house photos and freelance submissions. Needs law enforcement-related photos. Special needs include photos relating to daily police work, crime prevention, international law enforcement, police technology and humor. Model release required; property release preferred. Photo captions preferred.

Specs Uses color photos only. Accepts images in digital format. Send via e-mail or CD; no Zip files.

Making Contact & Terms Send contact sheet or samples by e-mail or mail for consideration. Simultaneous submissions OK. Payscale available in photographer's guidelines. Pays on publication. Buys all rights.

Tips "Send for our editorial calendar and submit photos based on our projected needs. If we like your work, we'll consider you for future assignments. A photographer we use must grasp the conceptual and the action shots."

POLICE TIMES/CHIEF OF POLICE

6350 Horizon Dr., Titusville FL 32780. (321)264-0911. Fax: (321)264-0033. E-mail: policeinfo@aphf.org. Web site: www.aphf.org. **Contact:** Jim Gordon, executive editor. Circ. 50,000. Quarterly (*Police Times*) and bimonthly (*Chief of Police*) trade magazines. Readers are law enforcement officers at all levels. *Police Times* is the official journal of the American Federation of Police and Concerned Citizens. Sample copy available for \$2.50. Photo guidelines free with SASE.

Needs Buys 60-90 photos/year. Needs photos of police officers in action, civilian volunteers working with the police, and group shots of police department personnel. Wants no photos that promote other associations. Police-oriented cartoons also accepted on spec. Model release preferred. Photo captions preferred.

Making Contact & Terms Send glossy b&w and color prints for consideration; include SASE for return of material. Responds in 3 weeks. Simultaneous submissions and previously published work OK. Pays \$10-25 for b&w; \$25-50 for color. **Pays on acceptance.** Credit line given if requested; editor's option. Buys all rights, but may reassign to photographer after publication; includes Internet publication rights.

Tips "We are open to new and unknowns in small communities where police are not given publicity."

POWERLINE MAGAZINE

1650 S. Dixie Hwy., Suite 500, Boca Raton FL 33432. (561)750-5575. Fax: (561)395-8557. Web site: www.egsa.org. **Contact:** Don Ferreira, editor. Trade magazine of Electrical Generating Systems Association. Photos also used for PR releases, brochures, newsletters, newspapers and annual reports.

Needs Buys 40-60 photos/year; gives 2 or 3 assignments/year. "Need cover photos, events, award presentations, groups at social and educational functions." Model release required. Property release preferred. Photo captions preferred; include identification of individuals only.

Specs Uses 5×7 glossy b&w and color prints; b&w and color contact sheets; b&w and color negatives.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Solicits photos by assignment only. Responds as soon as selection of photographs is made. Payment negotiable. Buys all rights; negotiable.

Tips "Basically, a freelance photographer working with us should use a photojournalistic approach and have the ability to capture personality and a sense of action in fairly static situations. With those photographers who are equipped, we often arrange for them to shoot couples, etc., at certain functions on spec, in lieu of a per-day or per-job fee."

PROCEEDINGS

U.S. Naval Institute, 291 Wood Rd., Annapolis MD 21402. (410)295-1071. Fax: (410)295-1049. E-mail: avoight@usni.org. Web site: www.usni.org. **Contact:** Amy Voight, photo editor. Circ. 80,000. Monthly trade magazine dedicated to providing an open forum for national defense. Sample copy available for \$3.95. Photo guidelines free with SASE.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of industry, military, political. Model release preferred. Photo captions required; include time, location, subject matter, service represented—if necessary.

Specs Uses glossy color prints. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, prints. Does not keep samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$200 for color cover; \$25-75 for color inside. Pays on publication. Credit line given. Buys one-time and sometimes electronic rights.

Tips "We look for original work. The best place to get a feel for our imagery is to see our magazine or look at our Web site."

PROFESSIONAL PHOTOGRAPHER

Professional Photographers of America, 229 Peachtree St. NE, Suite 2200, International Tower, Atlanta GA 30303. (404)522-8600. Fax: (404)614-6406. E-mail: cbishopp@ppa.com. Web site: www.ppmag.com. **Contact:** Cameron Bishopp, director of publications. Art Director: Debbie Todd. Circ. 26,000. Estab. 1907. Monthly magazine. Emphasizes professional photography in the fields of portrait, wedding, commercial/advertising, sports, corporate and industrial. Readers include professional photographers and photographic services and educators. Approximately half the circulation is Professional Photographers of America members. Sample copy available for \$5 postpaid.

- PPA members submit material unpaid to promote their photo businesses and obtain recognition. Images sent to *Professional Photographer* should be technically perfect, and photographers should include information about how the photo was produced.

Needs Buys 25-30 photos from freelancers/issue; 300-360 photos/year. "We only accept material as illustration that relates directly to photographic articles showing professional studio, location, commercial and portrait techniques. A majority are supplied by Professional Photographers of America members." Reviews photos with accompanying manuscript only. "We always need commercial/advertising and industrial success stories; how to sell your photography to major accounts, unusual professional photo assignments. Also, photographer and studio application stories about the profitable use of electronic still imaging for customers and clients." Model release preferred. Photo captions required.

Specs Prefers images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 72 dpi minimum. Also uses 8×10 unmounted glossy b&w and/or color prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies.

Making Contact & Terms Send query letter with résumé of credits. "We prefer a story query, or complete manuscript if writer feels subject fits our magazine. Photos will be part of manuscript package." Responds in 2 months. Credit line given.

\$ \$ PROGRESSIVE RENTALS

1504 Robin Hood Trail, Austin TX 78703. (512)794-0095. Fax: (512)794-0097. E-mail: nferguson@aprovision.org. Web site: www.rtohq.org. **Contact:** Neil Ferguson, art director. Circ. 6,000. Estab. 1983. Bimonthly magazine published by the Association of Progressive Rental Organizations. Emphasizes the rental-purchase industry. Readers are owners and managers of rental-purchase stores in North America, Canada, Great Britain and Australia.

Needs Buys 1-2 photos from freelancers/issue; 6-12 photos/year. Needs "strongly conceptual, cutting-edge photos that relate to editorial articles on business/management issues. Also looking for photographers to capture unique and creative environmental portraits of our members." Model/property release preferred.

Specs Prefers images in digital format.

Making Contact & Terms Provide brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions and previously published work OK. Pays \$200-450/job; \$350-450 for cover; \$200-450 for inside. Pays on publication. Credit line given. Buys one-time and electronic rights.

Tips "Understand the industry and the specific editorial needs of the publication, i.e., don't send beautiful still life photography to a trade association publication."

PUBLIC POWER

2301 M. St. NW, 3rd Floor, Washington DC 20037-1484. (202)467-2948. Fax: (202)467-2910. E-mail: jlabella@apanet.org. Web site: www.apanet.org. **Contact:** Jeanne LaBella, editor. Circ. 20,000. Bimonthly publication of the American Public Power Association. Emphasizes electric power provided by cities, towns and utility districts. Sample copy and photo guidelines free.

Needs "We buy photos on assignment only."

Specs Prefers digital images; call art director (Robert Thomas) at (202)467-2983 to discuss.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. **Pays on acceptance.** Credit line given. Buys one-time rights.

\$\$\$ QSR, The Magazine of Quality and Speed for Restaurant Success

4905 Pine Cone Dr., Suite 2, Durham NC 27707. (919)489-1916. Fax: (919)489-4767. E-mail: mavery@journalistc.com. Web site: www.qsrmagazine.com. **Contact:** Mitch Avery, production manager. Estab. 1997. Trade magazine directed toward the business aspects of quick-service restaurants (fast food). "Our readership is primarily management level and above, usually franchisors and franchisees. Our goal is to cover the quick-service restaurant industry objectively, offering our readers the latest news and information pertinent to their business." Photo guidelines free.

Needs Buys 10-15 photos/year. Needs corporate identity portraits, images associated with fast food, general food images for feature illustration. Reviews photos with or without a manuscript. Model/property release preferred.

Specs Uses 8 × 10 color prints; 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD/DVD, Zip as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with samples, brochure, stock list, tearsheets. Art director will contact photographer for portfolio review if interested. Portfolio should include slides and digital sample files. Keeps samples on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$250-500 for color cover; \$250-500 for color inside. Pays on publication. Publisher only interested in acquiring all rights unless otherwise specified.

Tips "Willingness to work with subject and magazine deadlines essential. Willingness to follow artistic guidelines necessary but should be able to rely on one's own eye. Our covers always feature quick-service restaurant executives with some sort of name recognition (i.e., a location shot with signage in the background, use of product props which display company logo)."

\$\$ QUICK FROZEN FOODS INTERNATIONAL

2125 Center Ave., Suite 305, Fort Lee NJ 07024-5898. (201)592-7007. Fax: (201)592-7171. Web site: www.qffintl.com. **Contact:** John M. Saulnier, chief editor/publisher. Circ. 15,000. Quarterly magazine. Emphasizes retailing, marketing, processing, packaging and distribution of frozen foods around the world. Readers are international executives involved in the frozen food industry: manufacturers, distributors, retailers, brokers, importers/exporters, warehousemen, etc. Sample copy available for \$12.

Needs Buys 10-25 photos/year. Uses photos of agriculture, plant exterior shots, step-by-step in-plant processing shots, photos of retail store frozen food cases, head shots of industry executives, etc. Photo captions required.

Specs Uses 5 × 7 glossy b&w and/or color prints. Accepts digital images via CD at 300 dpi, CMYK.

Making Contact & Terms Send query letter with résumé of credits. Responds in 1 month. Payment negotiable. Pays on publication. Buys all rights but may reassign to photographer after publication.

Tips A file of photographers' names is maintained; if an assignment comes up in an area close to a particular photographer, she/he may be contacted. "When submitting your name, inform us if you are capable of writing a story if needed."

THE RANGEFINDER

1312 Lincoln Blvd., Santa Monica CA 90401. (310)451-8506. Fax: (310)395-9058. E-mail: eburnett@rfpublishing.com. Web site: www.rangefindermag.com. **Contact:** Emily Burnett, features editor. Circ. 50,000. Estab. 1952. Monthly magazine. Emphasizes topics, developments and products of interest to the professional photographer. Readers are professionals in all phases of photography. Sample copy free with 11 × 14 SAE and 2 first-class stamps. Photo guidelines free with SASE.

Needs Buys very few photos from freelancers/issue. Needs all kinds of photos; almost always run in conjunction with articles. "We prefer photos accompanying 'how-to' or special interest stories from the photographer." No pictorials. Special needs include seasonal cover shots (vertical format only). Model release required; property release preferred. Photo captions preferred.

Making Contact & Terms Send query letter with résumé of credits. Keeps samples on file; include SASE for return of material. Responds in 1 month. Previously published work occasionally OK; give details. Payment varies. Covers submitted gratis. Pays on publication. Credit line given. Buys first North American serial rights; negotiable.

\$\$ READING TODAY

International Reading Association, 800 Barksdale Rd., P.O. Box 8139, Newark DE 19714-8139. (302)731-1600, ext. 250. Fax: (302)731-1057. E-mail: jmicklos@reading.org. Web site: www.reading.org. **Contact:** John Micklos, Jr., editor-in-chief. Circ. 85,000. Estab. 1983. Bimonthly newspaper of the International Reading Association. Emphasizes reading education. Readers are educators who belong to the International Reading Association. Sample copies available. Photo guidelines free with SASE.

Needs Buys 4 photos from freelancers/issue; 24 photos/year. Needs classroom shots and photos of people of

all ages reading in various settings. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include names (if appropriate) and context of photo.

Specs Uses 3½ × 5 or larger color and b&w prints. Accepts images in digital format. Send via CD, e-mail as JPEG files.

Making Contact & Terms Send query letter with résumé of credits and stock list. Send unsolicited photos by mail for consideration; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$100 for editorial use. **Pays on acceptance.** Credit line given. Buys one-time rights for print use and rights to post editorially on the IRA Web site.

RECOMMEND MAGAZINE

Worth International Media Group, 5979 NW 151st St., Suite 120, Miami Lakes FL 33014. (305)828-0123. Fax: (305)826-6950. E-mail: janet@recommend.com. Web site: www.recommend.com or www.worthit.com. **Contact:** Janet Del Mastro, art director. Circ. 65,000. Estab. 1985. Monthly. Emphasizes travel. Readers are travel agents, meeting planners, hoteliers, ad agencies.

Needs Buys 16 photos from freelancers/issue; 192 photos/year. "Our publication divides the world into 7 regions. Every month we use travel destination-oriented photos of animals, cities, resorts and cruise lines; feature all types of travel photography from all over the world." Model/property release required. Photo captions preferred; identification required on every photo.

Specs Accepts images in digital format. Send via CD, Zip as TIFF, EPS files at 300 dpi minimum.

Making Contact & Terms "Contact via e-mail to view sample of photography." Simultaneous submissions and previously published work OK. Pays \$75-150 for color cover; \$50 for front cover less than 80 square inches; \$25-50 for color inside. Pays 30 days after publication. Credit line given. Buys one-time rights.

Tips Prefers to see high-res digital files.

REFEREE

P.O. Box 161, Franksville WI 53126. (262)632-8855. Fax: (262)632-5460. E-mail: kzirbel@referee.com. Web site: www.referee.com. **Contact:** Keith Zirbel, photo editor. Circ. 40,000. Estab. 1976. Monthly magazine. Readers are mostly male, ages 30-50. Sample copy free with 9 × 12 SAE and 5 first-class stamps. Photo guidelines free with SASE.

Needs Buys 37 photos from freelancers/issue; 444 photos/year. Needs action officiating shots—all sports. Photo needs are ongoing. Photo captions required; include officials' names and hometowns.

Specs Prefers to use digital files (minimum 300 dpi submitted on CD only) and 35mm slides. Also uses color prints.

Making Contact & Terms Send unsolicited photos by mail for consideration. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$100 for color cover; \$35 for color inside. Pays on publication. Credit line given. Rights purchased negotiable.

Tips "Prefer photos that bring out the uniqueness of being a sports official. Need photos primarily of officials at or above the high school level in baseball, football, basketball, softball and soccer in action. Other sports acceptable, but used less frequently. When at sporting events, take a few shots with the officials in mind, even though you may be on assignment for another reason. Don't be afraid to give it a try. We're receptive, always looking for new freelance contributors. We are constantly looking for pictures of officials/umpires. Our needs in this area have increased. Names and hometowns of officials are required."

REGISTERED REP.

(formerly *Registered Representative*), Prism Business Media, 249 W. 17th St., New York NY 10011. (212)204-4200. E-mail: jherr@prismb2b.com. Web site: www.rrmag.com. **Contact:** John Herr, art director. Circ. 115,000. Estab. 1976. Monthly magazine. Emphasizes stock brokerage industry. Magazine is "requested and read by 90% of the nation's stock brokers."

Needs Uses about 8 photos/issue; 5 supplied by freelancers. Needs environmental portraits of financial and brokerage personalities, and conceptual shots of financial ideas—all by assignment only. Model/property release is photographer's responsibility. Photo captions required.

Specs Prefers 100 ISO film or better. Accepts images in digital format. Send via Zip, Jaz as TIFF at 300 dpi.

Making Contact & Terms Provide brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return material. Simultaneous submissions and previously published work OK. Pays \$300-600/b&w or color cover; \$200-300/b&w or color inside. Pays 30 days after publication. Credit line given. Buys one-time rights. Publisher requires signed rights agreement.

Tips "I usually give photographers free reign in styling, lighting, camera lenses and such. I want something unusual but not strange. I assume the photographer is the person on the scene who can best make visual decisions."

RELAY MAGAZINE

P.O. Box 10114, Tallahassee FL 32302-2114. (850)224-3314. **Contact:** Nicole Carlson Easley, communications manager. Circ. 5,000. Estab. 1957. Bimonthly industry magazine of the Florida Municipal Electric Association. Emphasizes energy, electric, utility and telecom industries in Florida. Readers are utility professionals, local elected officials, state and national legislators, and other state power associations.

Needs Number of photos/issue varies; various number supplied by freelancers. Needs photos of electric utilities in Florida (hurricane/storm damage to lines, utility workers, power plants, infrastructure, telecom, etc.); cityscapes of member utility cities. Model/property release preferred. Photo captions required.

Specs Uses 3×5, 4×6, 5×7, 8×10 b&w and/or color prints. Accepts images in digital format.

Making Contact & Terms Send query letter with description of photo or photocopy. Keeps samples on file. Simultaneous submissions and previously published work OK. Payment negotiable. Rates negotiable. Pays on use. Credit line given. Buys one-time rights, repeated use (stock); negotiable.

Tips "Must relate to our industry. Clarity and contrast important. Always query first."

REMODELING

1 Thomas Circle NW, Suite 600, Washington DC 20005. (202)452-0800. Web site: www.remodelingmagazine.com. **Contact:** Ingrid Bush, managing editor. Circ. 80,000. Published 13 times/year. "Business magazine for remodeling contractors." Readers are "small contractors involved in residential and commercial remodeling." Sample copy free with 8×11 SASE.

Needs Uses 10-15 photos/issue; number supplied by freelancers varies. Needs photos of remodeled residences, both before and after. Reviews photos with "short description of project, including architect's or contractor's name and phone number. We have one regular photo feature: *Before and After* describes a whole-house remodel. Request editorial calendar to see upcoming design features."

Specs Accepts images in digital format. Send via Zip as TIFF, GIF, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. **Pays on acceptance.** Credit line given. Buys one-time rights; Web rights.

Tips Wants "interior and exterior photos of residences that emphasize the architecture over the furnishings."

RENTAL MANAGEMENT

American Rental Association, 1900 19th St., Moline IL 61265. (309)764-2475. Fax: (309)764-2747. E-mail: wayne.walley@ararental.org. Web site: www.rentalmanagementmag.com. **Contact:** Wayne Walley, editor. Circ. 18,000. Estab. 1970. Monthly business management magazine for managers in the equipment rental industry—no appliances, furniture, cars, "rent to own" or real estate (property or apartments). Sample copies available; e-mail roxan.crabtree@ararental.org.

Needs Buys 0-5 photos from freelancers/issue; 5-10 photos/year. Needs photos of business concepts, technology/computers. Projects: construction, landscaping, remodeling. Business scenes: rental stores, communication, planning, training, financial management, HR issues, etc. Reviews photos with or without a manuscript. Model/property release preferred. Photo captions preferred; include identification of people.

Specs Digital format requested. Send via CD, FTP, e-mail, Zip as TIFF, EPS, JPEG files at 300 dpi/8×10 minimum (CMYK).

Making Contact & Terms Send query letter with résumé, samples, stock list. Provide résumé, business card or self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Previously published work OK "if not in our industry." Usually pays \$200-500 for color cover; \$100-400 for color inside. Negotiates fee and rights prior to assignment. **Pays on acceptance.** Credit line given. Buys one-time rights, first rights.

Tips "We occasionally use photographers to shoot pictures to accompany freelance articles. We also sometimes buy stock shots to help illustrate freelance and staff-written articles."

RESTAURANT HOSPITALITY

Penton Media, 1300 E. Ninth St., Cleveland OH 44114. (216)931-9942. Fax: (216)696-0836. E-mail: croberto@penton.com. Web site: www.restaurant-hospitality.com. **Contact:** Christopher Roberto, group creative director. Editor-in-Chief: Michael Sanson. Circ. 123,000. Estab. 1919. Monthly magazine. Emphasizes "hands-on restaurant management ideas and strategies." Readers are restaurant owners, chefs, food service chain executives.

Needs Buys 15 photos from freelancers/issue; 180 photos/year. Needs "on-location portraits, restaurant and food service interiors, and occasional food photos." Special needs include "subject-related photos; query first." Model release preferred. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send samples or list of stock photo subjects if available. Provide business card, samples or tearsheets to be kept on file for possible future assignments. Previously published work OK. Pays

\$350/half day; \$150-450/job; includes normal expenses. Cover fees on per project basis. **Pays on acceptance.** Credit line given. Buys one-time rights plus reprint rights in all media.

Tips Send postcard samples including your Web address for online viewing of your work.

RETAILERS FORUM

383 E. Main St., Centerport NY 11721. (631)754-5000. Fax: (631)754-0630. E-mail: forumpublishing@aol.com. **Contact:** Martin Stevens, publisher. Circ. 70,000. Estab. 1981. Monthly magazine. Readers are entrepreneurs and retail store owners. Sample copy available for \$7.50.

Needs Buys 3-6 photos from freelancers/issue; 36-72 photos/year. "We publish trade magazines for retail variety goods stores and flea market vendors. Items include jewelry, cosmetics, novelties, toys, etc. (five-and-dime-type goods). We are interested in creative and abstract impressions—not straight-on product shots. Humor a plus." Model/property release required.

Specs Uses color prints. Accepts images in digital format. Send via e-mail at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail or e-mail for consideration. Does not keep samples on file; include SASE for return of material. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$100 for color cover; \$50 for color inside. **Pays on acceptance.** Buys one-time rights.

SCIENCE SCOPE

National Science Teachers Association, 1840 Wilson Blvd., Arlington VA 22201. (703)243-7100. Fax: (703)243-7177. E-mail: sciencescope@nsta.org. Web site: www.nsta.org. **Contact:** Will Thomas, Jr., art director. Journal published 9 times/year during the school year. Emphasizes "activity-oriented ideas—ideas that teachers can take directly from articles." Readers are mostly middle school science teachers. Sample copy available for \$6.25. Photo guidelines free with SASE.

Needs About half of photos are supplied by freelancers. Needs photos of classroom activities with students participating. "In some cases, say for interdisciplinary studies articles, we'll need a specialized photo." Model release required. Need for photo captions "depends on the type of photo."

Specs Uses slides, negatives, prints. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS files at 300 dpi minimum.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Considers previously published work; "prefer not to, although in some cases there are exceptions." Pays \$250 for cover photos and \$100 for small b&w photos. Pays on publication. Sometimes pays kill fee. Credit line given. Buys one-time rights; negotiable.

Tips "We look for clear, crisp photos of middle-level students working in the classroom. Shots should be candid with students genuinely interested in their activity. (The activity is chosen to accompany manuscript.) Please send photocopies of sample shots along with listing of preferred subjects and/or listing of stock photo topics."

SCRAP

1325 G St. NW, Suite 1000, Washington DC 20005-3104. (202)662-8547. E-mail: kentkiser@scrap.org. Web site: www.scrap.org. **Contact:** Kent Kiser, publisher and editor-in-chief. Circ. 11,300. Estab. 1988. Bimonthly magazine of the Institute of Scrap Recycling Industries. Emphasizes scrap recycling for owners and managers of recycling operations worldwide. Sample copy available for \$8.

Needs Buys 0-15 photos from freelancers/issue; 15-70 photos/year. Needs operation shots of companies being profiled and studio concept shots. Model release required. Photo captions required.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF files at 270 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Previously published work OK. Pays \$600-1,000/day; \$100-400 for b&w inside; \$200-600 for color inside. **Pays on delivery of images.** Credit line given. Rights negotiable.

Tips Photographers must possess "ability to photograph people in corporate atmosphere, as well as industrial operations; ability to work well with executives, as well as laborers. We are always looking for good color photographers to accompany our staff writers on visits to companies being profiled. We try to keep travel costs to a minimum by hiring photographers located in the general vicinity of the profiled company. Other photography (primarily studio work) is usually assigned through freelance art director."

SECURITY DEALER

3 Huntington Quadrangle, Suite 301N, Melville NY 11747. (631)845-2700. Fax: (631)845-7109. E-mail: susan.brad@secdealer.com. Web site: www.secdealer.com. **Contact:** Susan Brady, editor-in-chief. Circ. 28,000. Estab. 1967. Monthly magazine. Emphasizes security subjects. Readers are business owners who install alarm, security, CCTV, home automation and access control systems. Sample copy free with SASE.

Needs Uses 2-5 photos/issue; none at present supplied by freelance photographers. Needs photos of security-application-equipment. Model release preferred. Photo captions required.

Making Contact & Terms Send b&w and color prints by mail for consideration; include SASE for return of material. Responds "immediately." Simultaneous submissions and/or previously published work OK.

Tips "Do not send originals; send dupes only, and only after discussion with editor."

SMALL BUSINESS TIMES

1123 N. Water St., Milwaukee WI 53202. (414)277-8181. Web site: www.biztimes.com. **Contact:** Shelly Paul, art director. Circ. 15,000. Estab. 1994. Biweekly business-to-business publication.

Needs Buys 2-3 photos from freelancers/issue; 200 photos/year. Needs photos of cities/urban, business men and women, business concepts. Interested in documentary.

Specs Uses various sizes of glossy color and b&w prints. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$250 maximum for color cover; \$80 maximum for b&w inside. **Pays on acceptance.** Credit line given.

Tips "Readers are owners/managers/CEOs. Cover stories and special reports often need conceptual images and portraits. Clean, modern and cutting edge with good composition. Covers have lots of possibility! Approximate one-week turnaround. Most assignments are for the Milwaukee area."

SPECIALTY TRAVEL INDEX

Alpine Hansen Publishing, P.O. Box 458, San Anselmo CA 94979. (415)455-1643. Fax: (415)455-1648. E-mail: info@specialtytravel.com. Web site: www.specialtytravel.com. **Contact:** Editor. Circ. 46,000. Estab. 1980. Biannual trade magazine. Directory of special interest travel. Readers are travel agents. Sample copy available for \$6.

Needs Contact for want list. Buys photo/manuscript packages. Photo captions preferred.

Specs Uses digital images. Send via CD or photographer's Web site. "No e-mails for photo submissions!"

Making Contact & Terms Send query letter with résumé, stock list and Web site URL to view samples. Does not keep samples on file; include SASE for return of material. Responds in 2 months to queries. Simultaneous submissions and previously published work OK. Pays \$25/photo. **Pays on acceptance.** Credit line given.

Tips "We like a combination of scenery and active people. Read our magazine for a sense of what we need."

STRATEGIC FINANCE

10 Paragon Dr., Montvale NJ 07645. (201)573-9000. Fax: (201)474-1603. E-mail: mzisk@imanet.org. Web site: www.imanet.org. **Contact:** Mary Zisk, art director. Circ. 66,000. Estab. 1919. Monthly publication of the Institute of Management Accountants, "the leading international trade association for corporate accounting and finance professionals." Emphasizes management accounting and financial management. Readers are financial executives.

Needs Needs environmental portraits of executives through assignment only.

Specs Uses digital images, prints and transparencies.

Making Contact & Terms Provide tearsheets to be kept on file for possible future assignments. Pays \$1,000 flat fee (includes expenses). **Pays on acceptance.** Credit line given. Buys one-time rights.

SUCCESSFUL MEETINGS

770 Broadway, New York NY 10003. (646)654-7348. Fax: (646)654-7367. **Contact:** Don Salkaln, art director. Circ. 70,000. Estab. 1955. Monthly. Emphasizes business group travel for all sorts of meetings. Readers are business and association executives who plan meetings, exhibits, conventions and incentive travel. Sample copy available for \$10.

Needs Special needs include high-quality corporate portraits; conceptual, out-of-state shoots.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with résumé of credits and list of stock photo subjects. Responds in 2 weeks. Simultaneous submissions and previously published work OK, "only if you let us know." Pays \$500-750 for color cover; \$50-150 for b&w inside; \$75-200 for color inside; \$150-250/b&w page; \$200-300/color page; \$50-100/hour; \$175-350/¼ day. **Pays on acceptance.** Credit line given. Buys one-time rights.

THE SURGICAL TECHNOLOGIST

AST, 6 W. Dry Creek Circle, Suite 200, Littleton CO 80120-8031. (303)694-9130 or (800)637-7433. E-mail: kludwig@ast.org. Web site: www.ast.org. **Contact:** Karen Ludwig, editor/publisher. Circ. 21,500. Monthly journal of the Association of Surgical Technologists. Emphasizes surgery. Readers are operating room profes-

sionals, well educated in surgical procedures, ages 20-60. Sample copy free with 9×12 SASE and 5 first-class stamps. Photo guidelines free with SASE.

Needs Needs "surgical, operating room photos that show members of the surgical team in action." Model release required.

Making Contact & Terms Send low-res JPEGs with query via e-mail. Responds in 4 weeks after review by editorial board. Simultaneous submissions and previously published work OK. Payment negotiable. **Pays on acceptance.** Credit line given. Buys all rights.

\$ TEXAS REALTOR MAGAZINE

P.O. Box 2246, Austin TX 78768. (512)370-2286. Fax: (512)370-2390. E-mail: texasrealtor@texasrealtors.com. Web site: www.texasrealtors.com. **Contact:** Joel Mathews, art director. Circ. 50,000. Estab. 1972. Monthly magazine of the Texas Association of Realtors. Emphasizes real estate sales and related industries. Readers are male and female realtors, ages 20-70. Sample copy free with SASE.

Needs Buys 10 photos from freelancers/issue; 120 photos/year. Needs photos of architectural details, business, office management, telesales, real estate sales, commercial real estate, nature. Property release required.

Making Contact & Terms Pays \$75-300/color photo; \$1,500/job. Buys one-time rights; negotiable.

\$ TEXTILE RENTAL MAGAZINE

1800 Diagonal Rd., Suite 200, Alexandria VA 22314. (877)770-9274. Fax: (703)519-0026. E-mail: jmorgan@trsa.org. Web site: www.trsa.org. **Contact:** Jack Morgan, editor. Circ. 6,000. Monthly magazine of the Textile Rental Services Association of America. Emphasizes the linen supply, industrial and commercial textile rental and service industry. Readers are "heads of companies, general managers of facilities, predominantly male; national and international readers."

Needs Photos needed on assignment basis only. Model release preferred. Photo captions preferred or required "depending on subject."

Making Contact & Terms "We contact photographers on an as-needed basis from a directory. We also welcome inquiries and submissions." Cannot return material. Previously published work OK. Pays \$350 for color cover plus processing; "depends on the job." **Pays on acceptance.** Credit line given if requested. Buys all rights.

\$ THOROUGHbred TIMES

P.O. Box 8237, Lexington KY 40533. (859)260-9800. E-mail: photos@thoroughbredtimes.com. Web site: www.t.horoughbredtimes.com. **Contact:** Sarah Dorroh, photo editor. Circ. 19,000. Estab. 1985. Weekly tabloid news magazine. Emphasizes Thoroughbred breeding and racing. Readers are wide demographic range of industry professionals. Photo guidelines available upon request.

Needs Buys 10-15 photos from freelancers/issue; 520-780 photos/year. Looks for photos "only from desired trade (Thoroughbred breeding and racing)." Needs photos of specific subject features (personality, farm or business). Model release preferred. Photo captions preferred. "File info required."

Making Contact & Terms Provide business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Previously published work OK. Pays \$50 for b&w cover or inside; \$50 for color; \$250/day. Pays on publication. Credit line given. Buys one-time rights.

\$ TOBACCO INTERNATIONAL

Lockwood Publications, Inc., 26 Broadway, Floor 9M, New York NY 10004. (212)391-2060. Fax: (212)827-0945. E-mail: e.leonard@lockwoodpublications.com. Web site: www.tobaccointernational.com. **Contact:** Emerson Leonard, editor. Circ. 5,000. Estab. 1886. Monthly international business magazine. Emphasizes cigarettes, tobacco products, tobacco machinery, supplies and services. Readers are executives, ages 35-60. Sample copy free with SASE.

Needs Uses 20 photos/issue. "Prefer photos of people smoking, processing or growing tobacco products from all around the world, but any interesting newsworthy photos relevant to subject matter is considered." Model and/or property release preferred.

Making Contact & Terms Send query letter with photocopies, transparencies, slides or prints. Does not keep samples on file; include SASE for return of material. Responds in 3 weeks. Simultaneous submissions OK (not if competing journal). Pays \$50/color photo. Pays on publication. Credit line may be given.

\$ \$ TOP PRODUCER

FarmJournal Media, 1818 Market St., 31st Floor, Philadelphia PA 19103. (215)557-8900. Fax: (215)568-3989. E-mail: TopProducer@farmjournal.com. Web site: www.agweb.com. **Contact:** Dana Timmins, art director. Circ. 190,000. Monthly. Emphasizes American agriculture. Readers are active farmers, ranchers or agribusiness people. Sample copy and photo guidelines free with SASE.

Needs Buys 10-15 photos from freelancers/issue; 120-180 photos/year. "We use studio-type portraiture (envi-

ronmental portraits), technical, details and scenics." Model release preferred. Photo captions required.

Making Contact & Terms Send query letter with résumé of credits along with business card, brochure, flier or tearsheets to be kept on file for possible future assignments. "DO NOT SEND ORIGINALS. Please send information for online portfolios/Web sites, as we often search for stock images on such sites. Digital files and/or portfolios may be sent via CD to the address noted above." Simultaneous submissions and previously published work OK. Pays \$75-400 for color photos; \$200-400/day, with additional bonus for cover usage. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips In portfolio or samples, likes to see "about 40 samples showing photographer's use of lighting and ability to work with people. Know your intended market. Familiarize yourself with the magazine and keep abreast of how photos are used in the general magazine field."

TREE CARE INDUSTRY

TCIA, 3 Perimeter Rd., Unit 1, Manchester NH 03103. (603)314-5380. Fax: (603)314-5386. E-mail: tcia@tcia.org. Web site: www.tcia.org. **Contact:** Mark Garvin, editor. Circ. 28,500. Estab. 1990. Monthly trade magazine for arborists, landscapers and golf course superintendents interested in professional tree care practices. Published by the Tree Care Industry Association. Sample copy available for \$5.

Needs Buys 3-6 photos/year. Needs photos of environment, landscapes/scenics, gardening. Reviews photos with or without a manuscript.

Specs Uses color prints; 35mm transparencies. Accepts images in digital format. Send via Zip, CD, e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with stock list. Does not keep samples on file; include SASE for return of material. Pays \$100 maximum for color cover; \$100 minimum for color inside. Pays on publication. Credit line given. Buys one-time rights and online rights.

Tips Query by e-mail.

UNDERGROUND CONSTRUCTION

Oildom Publishing Co., P.O. Box 941669, Houston TX 77094-8669. (281)558-6930. Fax: (281)558-7029. E-mail: rcarpenter@oildom.com. Web site: www.ucononline.com. **Contact:** Robert Carpenter, editor. Circ. 37,000. Estab. 1945. Monthly trade journal. Emphasizes construction and rehabilitation of sewer, water, gas, telecom, electric and oil underground pipelines/conduit. Readers are contractors, utilities and engineers. Sample copy available for \$3.

Needs Uses photos of underground construction and rehabilitation.

Specs Uses high-resolution digital images (minimum 300 dpi); large-format negatives or transparencies.

Making Contact & Terms Query before sending photos. Generally responds within 30 days. Pays \$100-400 for color cover; \$50-250 for color inside. Buys one-time rights.

Tips "Freelancers are competing with staff as well as complimentary photos supplied by equipment manufacturers. Subject matter must be unique, striking and/or off the beaten track. People on the job are always desirable."

UNITED AUTO WORKERS (UAW)

8000 E. Jefferson Ave., Detroit MI 48214. (313)926-5291. Fax: (313)926-5120. E-mail: uawsolidarity@uaw.net. Web site: www.uaw.org. **Contact:** Jennifer John, editor. Trade union representing 650,000 workers in auto, aerospace, agricultural-implement industries, government and other areas. Publishes *Solidarity* magazine. Photos used for magazine, brochures, newsletters, posters and calendars.

Needs Buys 85 freelance photos/year; offers 12-18 freelance assignments/year. Needs photos of workers at their place of employment, and social issues for magazine story illustrations. Reviews stock photos. Model release preferred. Photo captions preferred.

Specs Uses 8x10 prints.

Making Contact & Terms Arrange a personal interview to show portfolio. In portfolio, prefers to see b&w and color workplace shots. Send query letter with samples and SASE by mail for consideration. Prefers to see published photos as samples. Provide résumé or tearsheets to be kept on file for possible future assignments. Notifies photographer if future assignments can be expected. Responds in 2 weeks. Pays \$75-175 for b&w or color; \$300/half-day; \$600/day. Credit line given. Buys one-time rights and all rights; negotiable.

VETERINARY ECONOMICS

Advanstar Veterinary Healthcare Communications, 8033 Flint, Lenexa KS 66214. (913)492-4300. Fax: (913)492-4157. E-mail: ve@advanstar.com. Web site: www.vetecon.com. **Contact:** Alison Fulton, associate design director. Circ. 58,000. Estab. 1960. Monthly trade magazine emphasizing practice management for veterinarians. Sample copies and photo guidelines available.

Needs Buys 1 photo from Internet and/or freelancers; 12 photos/year. Needs photos of business concepts and medicine. Reviews photos with or without a manuscript. Model release required. Photo captions preferred.

Specs Uses matte color prints; 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with tearsheets, stock list. Does not keep samples on file; include SASE for return of material. Pays \$500 minimum for color cover. **Pays on acceptance.** Credit line given.

WATER WELL JOURNAL

National Ground Water Association, 601 Dempsey Rd., Westerville OH 43081. (800)551-7379. Fax: (614)898-7786. E-mail: tplumley@ngwa.org. Web site: www.ngwa.org. **Contact:** Thad Plumley, director of publications. Circ. 24,000. Estab. 1947. Monthly association publication. Emphasizes construction of water wells, development of ground water resources and ground water cleanup. Readers are water well drilling contractors, manufacturers, suppliers, and ground water scientists. Sample copy available for \$21 U.S., \$36 foreign.

Needs Buys 1-3 freelance photos/issue plus cover photos; 12-36 photos/year. Needs photos of installations and how-to illustrations. Model release preferred. Photo captions required.

Specs Accepts images in digital format. Send via CD, Jaz, Zip as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with samples. "We'll contact you." Pays \$250 for color cover; \$50 for b&w or color inside; "flat rate for assignment." Pays on publication. Credit line given. Buys all rights.

Tips "E-mail or send written inquiries; we'll reply if interested. Unsolicited materials will not be returned."

THE WHOLESALER

1838 Techny Court, Northbrook IL 60062. (847)564-1127. Fax: (847)564-1264. E-mail: editor@thewholesaler.com. Web site: www.thewholesaler.com. **Contact:** Mary Jo Martin, editor. Circ. 35,000. Estab. 1946. Monthly news tabloid. Emphasizes wholesaling/distribution in the plumbing, heating, air conditioning, piping (including valves), fire protection industry. Readers are owners and managers of wholesale distribution businesses; manufacturer representatives. Sample copy free with 11 × 15¼ SAE and 5 first-class stamps.

Needs Buys 3 photos from freelancers/issue; 36 photos/year. Interested in field and action shots in the warehouse, on the loading dock, at the job site. Property release preferred. Photo captions preferred; "Just give us the facts."

Making Contact & Terms Send query letter with stock list. Send any size glossy color and/or b&w prints by mail with SASE for consideration. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays on publication. Buys one-time rights.

WISCONSIN ARCHITECT

321 S. Hamilton St., Madison WI 53703. (608)257-8477. E-mail: editor@aiaaw.org. Web site: www.aiaaw.org. **Contact:** Brenda Taylor, managing editor. Circ. 3,700. Estab. 1931. Quarterly magazine of the American Institute of Architects Wisconsin. Emphasizes architecture. Readers are design/construction professionals.

Needs Uses approximately 35 photos/issue. "Photos are almost exclusively supplied by architects who are submitting projects for publication. Of these, approximately 65% are professional photographers hired by the architect."

Making Contact & Terms "Contact us through architects." Keeps samples on file. Responds in 1-2 weeks when interested. Simultaneous submissions and previously published work OK. Pays \$50-100 for color cover when photo is specifically requested. Pays on publication. Credit line given. Rights negotiable.

WOMAN ENGINEER

Equal Opportunity Publications, Inc., 445 Broad Hollow Rd., Suite 425, Melville NY 11747. (631)421-9421, ext. 17. Fax: (631)421-0359. E-mail: LRusso@eop.com. Web site: www.eop.com/we.html. **Contact:** Lana Russo, editor. Circ. 16,000. Estab. 1979. Magazine published 3 times/year. Emphasizes career guidance for women engineers at the college and professional levels. Readers are college-age and professional women in engineering. Sample copy free with 9 × 12 SAE and 6 first-class stamps.

Needs Uses at least 1 photo/issue (cover); planning to use freelance work for covers and possibly editorial; most of the photos are submitted by freelance writers with their articles. Model release preferred. Photo captions required.

Making Contact & Terms Send query letter with list of stock photo subjects, or call to discuss current needs. Responds in 6 weeks. Simultaneous submissions OK. Credit line given. Buys one-time rights.

Tips "We are looking for strong, sharply focused photos or slides of women engineers. The photo should show a woman engineer at work, but the background should be uncluttered. The photo subject should be dressed and groomed in a professional manner. Cover photo should represent a professional woman engineer at work and convey a positive and professional image. Read our magazine, and find actual women engineers to photograph. We're not against using cover models, but we prefer cover subjects to be women engineers working in the field."

\$\$\$ WOODSHOP NEWS, The News Magazine for Professional Woodworkers

Soundings Publications LLC, 10 Bokum Rd., Essex CT 06426. (860)767-8227. Fax: (860)767-0645. E-mail: editorial@woodshopnews.com. Web site: www.woodshopnews.com. **Contact:** Tod Riggio, editor. Circ. 60,000. Estab. 1986. Monthly trade magazine (tabloid format) covering all areas of professional woodworking. Sample copies available.

Needs Buys 12 sets of cover photos from freelancers/year. Needs photos of celebrities, architecture, interiors/decorating, industry, product shots/still life. Interested in documentary. "We assign our cover story, which is always a profile of a professional woodworker. These photo shoots are done in the subject's shop and feature working shots, portraits and photos of subject's finished work." Photo captions required; include description of activity contained in shots. "Photo captions will be written in-house based on this information."

Specs Prefers digital photos.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Previously published work OK occasionally. Pays \$600-800 for color cover. Note: "We want a cover photo 'package.' One shot makes the cover, others will be used inside with the cover story." **Pays on acceptance.** Credit line given. Buys "perpetual" rights, but will pay a lower fee for one-time rights.

Tips "I need a list of photographers in every geographical region of the country—I never know where our next cover profile will be done, so I need to have options everywhere. Familiarity with woodworking is a definite plus. Listen to our instructions! We have very specific lighting and composition needs, but some photographers ignore instructions in favor of creating 'artsy' photos, which we do not use, or poorly lighted photos, which we cannot use."

\$\$\$ WORLD TOBACCO

dmg world media, Westgate House, 120/130 Station Rd., Redhill, Surrey RH1 1ET United Kingdom. (44)(1737)855573. E-mail: stephenwhite@uk.dmgworldmedia.com; duncanmacowan@uk.dmgworldmedia.com. Web site: www.worldtobacco.co.uk. **Contact:** Duncan MacOwan, editor. Circ. 4,300. Trade magazine. "Focuses on all aspects of the tobacco industry from international trends to national markets, offering news and views on the entire industry from leaf farming to primary and secondary manufacturing, to packaging, distribution and marketing." Sample copies available. Request photo guidelines via e-mail.

Needs Buys 5-10 photos from freelancers/issue; agriculture, product shots/still life. "Anything related to tobacco and smoking. Abstract smoking images considered, as well as international images."

Specs Accepts almost all formats. Minimum resolution of 300 dpi at the size to be printed. Prefers TIFFs to JPEGs, but can accept either.

Making Contact & Terms E-mail query letter with link to photographer's Web site, JPEG samples at 72 dpi. Provide self-promotion piece to be kept on file for possible future assignments. Pays \$200 maximum for cover photo. **Pays on acceptance.** Credit line given.

Tips "Check the features list on our Web site."

\$\$\$ WRITERS' JOURNAL, The Complete Writers' Magazine

Val-Tech Media, P.O. Box 394, Perham MN 56573. (218)346-7921. Fax: (218)346-7924. E-mail: writersjournal@writersjournal.com. Web site: www.writersjournal.com. **Contact:** John Ogroske, publisher. Circ. 26,000. Estab. 1980. Bimonthly trade magazine. Sample copy available for \$6.

Needs Buys 1 photo from freelancers/issue; 6 photos/year. Needs photos of landscapes/scenics, wildlife, rural, travel. *WRITERS' Journal* offers 2 photography contests yearly. Send SASE for contest guidelines or visit Web site. Model release required ("if applicable to photo"). Photo titles preferred.

Specs Uses 8×10 color prints; 35mm or larger transparencies or slides (preferred) for non-contest photos. "Digital images must be accompanied by a hardcopy printout."

Making Contact & Terms Send query letter with tearsheets, stock list. Does not keep samples on file; include SASE for return of material. Responds in 2 months. Pays \$50-60 for color cover. Pays on publication. Credit line given. Buys first North American rights.

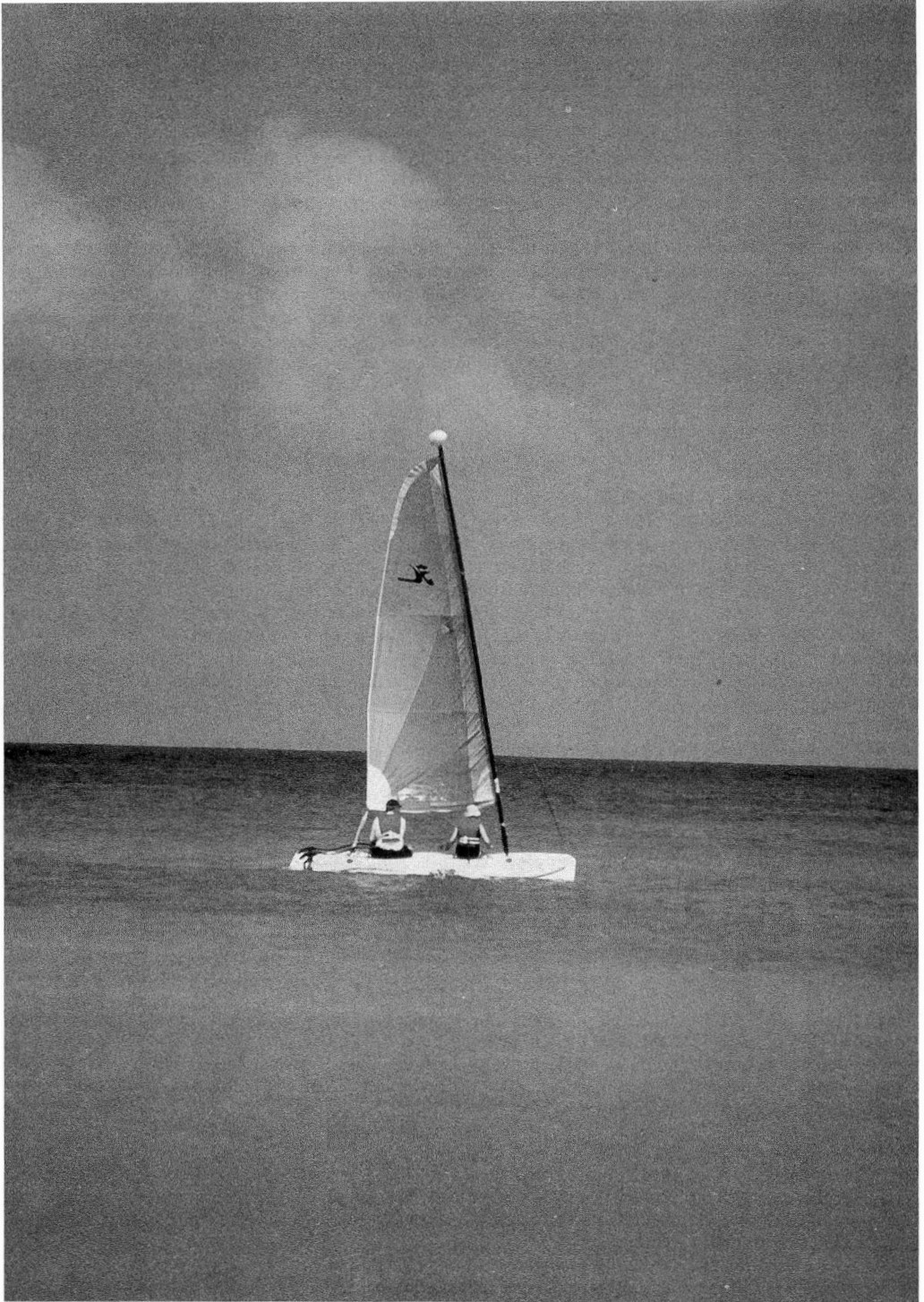
\$\$\$ YALE ROBBINS PUBLICATIONS, LLC

102 Madison Ave., 5th Floor, New York NY 10016. (212)683-5700. Fax: (212)545-0764. **Contact:** Henry Robbins, associate publisher. Circ. 10,500. Estab. 1983. Annual magazine and photo directory. Emphasizes commercial real estate (office buildings). Readers are real estate professionals—brokers, developers, potential tenants, etc. Sample copy free to interested photographers.

Needs Uses 150-1,000 photos/issue. Needs photos of buildings. Property release required.

Specs Uses 35mm transparencies. Accepts images in digital format.

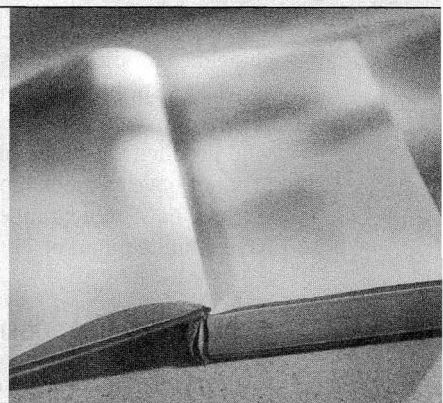
Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys all rights; negotiable.



© 2006 Oscar Williams

Oscar Williams was pleased that this image, taken during a vacation cruise, found its way onto the cover of *WRITERS' Journal*. "You should never give up or fear a rejection letter because someone will always recognize good, clean, graphic work," he says.

Book Publishers



There are diverse needs for photography in the book publishing industry. Publishers need photos for the obvious (covers, jackets, text illustrations and promotional materials), but now they may also need them for use on CD-ROMs and Web sites. Generally, though, publishers either buy individual or groups of photos for text illustration, or they publish entire books of photography.

Those in need of text illustration use photos for cover art and interiors of textbooks, travel books and nonfiction books. For illustration, photographs may be purchased from a stock agency or from a photographer's stock, or the publisher may make assignments. Publishers usually pay for photography used in book illustration or on covers on a per-image or per-project basis. Some pay photographers hourly or day rates, if on an assignment basis. No matter how payment is made, however, the competitive publishing market requires freelancers to remain flexible.

To approach book publishers for illustration jobs, send a cover letter with photographs or slides and a stock photo list with prices, if available. (See sample stock list on page 19.) If you have a Web site, provide a link to it. If you have published work, tearsheets are very helpful in showing publishers how your work translates to the printed page.

PHOTO BOOKS

Publishers who produce photography books usually publish books with a theme, featuring the work of one or several photographers. It is not always necessary to be well-known to publish your photographs as a book. What you do need, however, is a unique perspective, a salable idea and quality work.

For entire books, publishers may pay in one lump sum or with an advance plus royalties (a percentage of the book sales). When approaching a publisher for your own book of photographs, query first with a brief letter describing the project, and include sample photographs. If the publisher is interested in seeing the complete proposal, you can send additional information in one of two ways depending on the complexity of the project.

Prints placed in sequence in a protective box, along with an outline, will do for easy-to-describe, straightforward book projects. For more complex projects, you may want to create a book dummy. A dummy is basically a book model with photographs and text arranged as they will appear in finished book form. Book dummies show exactly how a book will look, including the sequence, size, format and layout of photographs and accompanying text. The quality of the dummy is important, but keep in mind that the expense can be prohibitive.

To find the right publisher for your work, first check the Subject Index on page 509 to help narrow your search, then read the appropriate listings carefully. Send for catalogs and

guidelines for those publishers that interest you. You may find guidelines on publishers' Web sites as well. Also, become familiar with your local bookstore or visit the site of an online bookstore such as Amazon.com. By examining the books already published, you can find those publishers who produce your type of work. Check for both large and small publishers. While smaller firms may not have as much money to spend, they are often more willing to take risks, especially on the work of new photographers. Keep in mind that photo books are expensive to produce and may have a limited market.

\$\$\$ **A&B PUBLISHERS GROUP**

Imprint: Upstream Publications. A&B Distributors Inc., 223 Duffield St., Brooklyn NY 11238. (718)783-7808. Fax: (718)783-7267. E-mail: ericgist2002@yahoo.com. **Contact:** Eric Gist, production manager. Estab. 1992. Publishes hardcover; trade paperback and mass market paperback originals and reprints. Subjects include nutrition, cooking, health, healing. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Master Teacher* (text illustrations); *A Taste of the Africa Table* (book cover).

Needs Buys 20-30 freelance photos/year. Needs photos of babies/children/teens, multicultural. Model release required. Photo captions preferred.

Specs Uses matte prints; 4 × 5 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with slides. Keeps samples on file. Responds in 2 months to queries; 1 month to portfolios. Simultaneous submissions and previously published work OK. Pays \$250-750 for b&w cover; \$350-900 for color cover; \$125-750 for b&w inside; \$250-900 for color inside.

\$\$\$ **ABSEY AND CO. INC.**

23011 Northcrest Dr., Spring TX 77389. (281)257-2340 or (888)412-2739. Fax: (281)251-4676. E-mail: AbseyandCo@aol.com. Web site: www.absey.com. **Contact:** Edward Wilson, editor-in-chief. Estab. 1997. Publishes hardcover, trade paperback and mass market paperback originals. Subjects include young adult, educational material. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Conclusions*; *Saving the Scrolls*; *Where I'm From*.

Needs Buys 5-50 freelance photos/year. Needs photos of babies/children/teens, multicultural, environmental, landscapes/scenics, wildlife, education, health/fitness, agriculture, product shots/still life. Interested in avant garde. Model/property release required. Photo captions required.

Specs Uses 3 × 5 glossy or matte color and/or b&w prints. Accepts images in digital format. Send as TIFF, EPS, GIF, JPEG files at 600 dpi.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets, stock list. Provide résumé or self-promotion piece to be kept on file for possible future assignments. Responds in 3 months if interested. Pays \$50-1,000 for b&w or color cover; \$25-100 for b&w inside; \$25-150 for color inside. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips Does not want "cutesy" photos.

AERIAL PHOTOGRAPHY SERVICES

2511 S. Tryon St., Charlotte NC 28203. (704)333-5143. Fax: (704)333-4911. E-mail: aps@aps-1.com. Web site: www.aps-1.com. **Contact:** Catherine Joseph. Estab. 1960. Publishes pictorial books, calendars, postcards, etc. Photos used for text illustrations, book covers, souvenirs. Examples of recently published titles: *Blue Ridge Parkway Calendar*; *Great Smoky Mountain Calendar*; *North Carolina Calendar*; *North Carolina Outer Banks Calendar*—all depicting the seasons of the year. Photo guidelines free with SASE.

Needs Buys 100 photos/year. Wants landscapes/scenics, mostly seasons (fall, winter, spring). Reviews stock photos. Model/property release preferred. Photo captions required; include location.

Specs Uses 5 × 7, 8 × 10 matte color prints; 35mm, 2¼ × 2¼, 4 × 5 transparencies; C41 120mm film mostly. Accepts images in digital format on CD.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Works with local freelancers on assignment only. Responds in 3 weeks. Simultaneous submissions OK. Payment negotiable. **Pays on acceptance.** Credit line given. Buys all rights; negotiable.

Tips Looking for "fresh looks; creative, dynamic, crisp images. We use a lot of nature photography, scenics of the Carolinas area including Tennessee and the mountains. We like to have a nice variety of the 4 seasons. We also look for quality chromes good enough for big reproduction. Only submit images that are very sharp and well

exposed. For the fastest response time, please limit your submission to only the highest-quality transparencies. Seeing large-format photography the most (120mm-4×5). If you would like to submit images on a CD, that is acceptable also."

\$ \$ ALL ABOUT KIDS PUBLISHING

117 Bernal Rd. #70, PMB 405, San Jose CA 95119. (408)846-1833. Fax: (408)846-1835. Web site: www.aakp.com. **Contact:** Linda L. Guevara, editor. Estab. 2000. Publishes children's books, including picture books and books for young readers. Subjects include fiction, activity books, animals, concepts, multicultural, nature/environment.

Needs Uses freelance photographers on assignment only. Model/property release required.

Specs Uses 35mm transparencies.

Making Contact & Terms Submit portfolio, color samples/copies. Include cover letter, résumé, contact info. Keeps samples on file for possible future assignments; include SASE for return of material. Pays by the project, \$500 minimum or royalty of 5% based on wholesale price.

Tips "We do not accept queries or submissions via e-mail."

\$ \$ ALLYN & BACON PUBLISHERS

75 Arlington St., Suite 300, Boston MA 02116. (617)848-7328. E-mail: annie.pickert@ablongman.com. Web site: www.ablongman.com. **Contact:** Annie Pickert, photography director. Estab. 1868. Publishes college textbooks. Photos used for text illustrations, book covers. Examples of recently published titles: *Criminal Justice; Including Students with Special Needs; Social Psychology* (text illustrations and promotional materials).

Needs Offers 1 assignment plus 80 stock projects/year. Needs photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, education, special education, science, technology/computers. Interested in fine art, historical/vintage. Also uses multi-ethnic photos in education, health and fitness, people with disabilities, business, social sciences, and good abstracts. Reviews stock photos. Model/property release required.

Specs Uses b&w prints, any format; all transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, PICT, GIF, JPEG files at 72 dpi for review, 300 dpi for use.

Making Contact & Terms Provide self-promotion piece or tearsheets to be kept on file for possible future assignments. "Do not call or send stock lists." Cannot return samples. Responds in "24 hours to 4 months." Pays \$100-250 for b&w cover; \$100-600 for color cover; \$100-200 for b&w inside; \$100-250 for color inside. Pays on usage. Credit line given. Buys one-time rights; negotiable. Offers internships for photographers January-June.

Tips "Send tearsheets and promotion pieces. Need bright, strong, clean abstracts and unstaged, nicely lit people photos."

\$ \$ AMERICAN PLANNING ASSOCIATION

122 S. Michigan, Suite 1600, Chicago IL 60603. (312)431-9100. Fax: (312)431-9985. Web site: www.planning.org. **Contact:** Richard Sessions, art director. Publishes planning and related subjects. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Planning* (text illustrations, cover); *PAS Reports* (text illustrations, cover). Photo guidelines and sample (*Planning*) available for \$1 postage.

Needs Buys 100 photos/year; offers 8-10 freelance assignments/year. Needs planning-related photos. Photo captions required; include what's in the photo and credit information.

Specs Uses 35mm color slides; 5×7, 8×10 b&w prints. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi minimum; maximum quality, lowest compression.

Making Contact & Terms Provide résumé, business card, brochure, flier, tearsheets, promo pages or good photocopies to be kept on file for possible future assignments. "Do not send original work—slides, prints, whatever—with the expectation of it being returned." Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$350 maximum for cover; \$100-150 for b&w or color inside. **Pays on receipt of invoice.** Credit line given. Buys one-time and electronic rights (CD-ROM and online).

Tips "Send a sample I can keep."

AMERICAN SCHOOL HEALTH ASSOCIATION

P.O. Box 708, Kent OH 44240. (330)678-1601. Fax: (330)678-4526. E-mail: treed@ashaweb.org. Web site: www.ashaweb.org. **Contact:** Thomas M. Reed, director of editorial services. Estab. 1927. Publishes professional journals. Photos used for book covers.

Needs Looking for photos of school-age children. Model/property release required. Photo captions preferred; include photographer's full name and address.

Specs Uses 35mm transparencies.

Making Contact & Terms Send query letter with samples. Does not keep samples on file; include SASE for return of material. Responds as soon as possible. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

AMHERST MEDIA®: PUBLISHER OF PHOTOGRAPHY BOOKS

175 Rano St., Suite 200, Buffalo NY 14207. (716)874-4450. Fax: (716)874-4508. E-mail: submissions@amherstm.com. Web site: www.amherstm.com. **Contact:** Craig Alesse, photo book publisher. Estab. 1974. Publishes trade paperback originals and reprints. Subjects include photography how-to. Photos used for text illustrations, book covers. Examples of recently published titles: *Portrait Photographer's Handbook*; *The Best of Professional Digital Photography*; *How to Create a High-Profit Photography Business in Any Market*. Catalog and submission guidelines free.

Needs Does not buy single photos, but accepts proposals for photography how-to books. "Looking for well-written and illustrated photo books." Reviews photos as part of a manuscript package only.

Making Contact & Terms Send query letter with book outline, 2 sample chapters and SASE. Responds in 2 months to queries. Simultaneous submissions OK. Pays 6-8% royalties on retail price; offers advance. Rights negotiable.

Tips "Our audience is made up of beginning to advanced photographers. If I were trying to market a photography book, I would fill the need of a specific audience and self-edit in a tight manner."

\$ \$ [A] APPALACHIAN MOUNTAIN CLUB BOOKS

5 Joy St., Boston MA 02108. (617)523-0636. Fax: (617)523-0722. Web site: www.outdoors.org. **Contact:** Brian Davidson, production manager. Estab. 1876. Publishes hardcover originals, trade paperback originals and reprints. Subjects include nature, outdoors, recreation, paddlesports, hiking/backpacking, skiing. Photos used for text illustrations, book covers. Examples of recently published titles: *Discover the White Mountains*; *Best Day Hikes* series.

Needs Buys 10-15 freelance photos/year. Looking for photos of paddlesports, skiing and outdoor recreation. Model/property release required. Photo captions preferred; include location, description of subject, photographer's name and phone number.

Specs Uses 3×5 glossy color and/or b&w prints; 35mm, 2¼×2¼ transparencies.

Making Contact & Terms Send query letter with brochure, stock list or tearsheets. Art director will contact photographer for portfolio review if interested. Portfolio should include b&w or color prints, tearsheets. Works with local freelancers on assignment only. Keeps samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Considers previously published work. Pays by the project, \$100-400 for color cover; \$50 for b&w inside. **Pays on acceptance.** Credit line given. Buys first North American serial rights.

[N] \$ [C] [S] [E] [R] [N] ARNOLD PUBLISHING LTD.

1423 101st Ave., Edmonton AB T5N 0K7 Canada. (780)454-7477. Fax: (780)454-7463. E-mail: info@arnold.ca. Web site: www.arnold.ca. **Contact:** Publisher. Publishes social studies textbooks and related materials. Photos used for text illustrations, CD-ROMs. Examples of recently published titles: *China* (text illustrations, promotional materials, book cover, dust jacket); *Marooned Island Geography* (educational CD-ROM); *Global Systems* (text illustrations, book cover); *Canada Revisited 8* (text illustrations, book cover).

Needs Buys hundreds of photos/year. Looking for photos of history of Canada, geography of Canada, world geography. Also needs multicultural, environmental, landscapes/scenics, education, political. Interested in historical/vintage. Reviews stock photos. Model/property release required. Photo captions preferred; include description of photo and setting.

Specs Accepts images in digital format. Send via CD, e-mail as TIFF files at 600 dpi.

Making Contact & Terms Send query letter with stock list. Provide résumé, prices, business card, brochure, flyer or tearsheets to be kept on file for possible future assignments.

Tips "Send information package via mail."

\$ \$ [A] ART DIRECTION BOOK CO., INC.

456 Glenbrook Rd., Stamford CT 06906. (203)353-1441 or (203)353-1355. Fax: (203)353-1371. **Contact:** Art Director. Estab. 1939. Publishes only books of advertising art, design, photography. Photos used for dust jackets. **Needs** Buys 10 photos/year. Needs photos for advertising.

Making Contact & Terms Submit portfolio for review; include SASE for return of material. Responds in 1 month. Works on assignment only. Pays \$200 minimum for b&w photos; \$500 minimum for color photos. Credit line given. Buys one-time and all rights.

AUTONOMEDIA

P.O. Box 568, Brooklyn NY 11211. Phone/fax: (718)963-2603. E-mail: info@autonomeia.org. Web site: www.autonomeia.org. **Contact:** Jim Fleming, editor. Estab. 1974. Publishes books on radical culture and politics. Photos used for text illustrations, book covers. Examples of recently published titles: *TAZ* (cover illustration); *Cracking the Movement* (cover illustration); *Zapatistas* (cover and photo essay).

Needs "The number of photos bought annually varies, as does the number of assignments offered." Model/property release preferred. Photo captions preferred.

Making Contact & Terms Send query letter with samples. Does not keep samples on file; include SASE for return of material. Responds in 1 month. Works on assignment only. Payment negotiable. Pays on publication. Buys one-time and electronic rights.

BEDFORD/ST. MARTIN'S

75 Arlington St., Boston MA 02116. (617)399-4000. Web site: www.bedfordstmartins.com. **Contact:** Donna Lee Dennison, art director. Estab. 1981. Publishes college textbooks. Subjects include English, communications, philosophy, music, history. Photos used for text illustrations, promotional materials, book covers. Examples of recently published titles: *Stages of Drama, 5th Edition* (text illustration, book cover); *12 Plays* (book cover); *Campbell Media & Cultural 5*.

Needs Buys 12+ photos/year. "We use photographs editorially, tied to the subject matter of the book." Needs mostly historical photos. Also wants artistic, abstract, conceptual photos; people—predominantly American; multicultural, cities/urban, education, performing arts, political, product shots/still life, business concepts, technology/computers. Interested in documentary, fine art, historical/vintage. Not interested in photos of children or religious subjects. Also uses product shots for promotional material. Reviews stock photos. Model/property release required.

Specs Prefers images in digital format. Send via CD, Zip as TIFF, EPS, JPEG files at 300 dpi. Also uses 8×10 b&w and/or color prints; 35mm, 2¼×2¼, 4×5 transparencies.

Making Contact & Terms Send query letter with nonreturnable samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Previously published work OK. Pays \$50-1,000 for cover. Credit line always included for covers, never on promo. Buys one-time rights and all rights in every media; depends on project; negotiable.

Tips "We want artistic, abstract, conceptual photos; computer-manipulated works, collages, etc., that are nonviolent and nonsexist. We like Web portfolios; we keep postcards, sample sheets on file if we like the style and/or subject matter."

BENTLEY PUBLISHERS

1734 Massachusetts Ave., Cambridge MA 02138. (617)547-4170. Fax: (617)876-9235. E-mail: hr@bentleypublishers.com. Web site: www.bentleypublishers.com. **Contact:** Michael Bentley, president. Estab. 1950. Publishes professional, technical, consumer how-to books. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of published titles: *Corvette from the Inside* (cover, text illustration); *Corvette by the Numbers* (cover, text illustration); *Supercharged!* (cover, text illustration).

Needs Buys 70-100 photos/year; offers 5-10 freelance assignments/year. Looking for motorsport, automotive technical and engineering photos. Reviews stock photos. Model/property release required. Photo captions required; include date and subject matter.

Specs Uses 8×10 transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file; cannot return material. Works on assignment only. Responds in 6 weeks. Simultaneous submissions and previously published work OK. Payment negotiable. Credit line given. Buys electronic and one-time rights.

BONUS BOOKS, INC.

9255 Sunset Blvd., #711, Los Angeles CA 90069. (310)260-9400. Fax: (310)857-7812. E-mail: submissions@bonusbooks.com. Web site: www.bonusbooks.com. **Contact:** Acquisitions Editor. Estab. 1985. Publishes hardcover and trade paperback originals and reprints. Subjects include sports, gambling, self-help, how-to, biography, broadcasting, fundraising, medical. Photos used for text illustrations, book covers. Examples of recently published titles: *America's Right Turn*; *Baseball, Chicago Style*; *Quick Inspirations*.

Needs Buys 1 freelance photo/year; offers 1 assignment/year. Model release required; property release preferred. Photo captions required; include identification of location and objects or people.

Specs Uses 8×10 matte b&w prints; 35mm transparencies. Accepts images in digital format. Send via Zip, CD as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits and samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Buys stock photos only. Does

not return unsolicited material. Responds in 1 month. Pays in contributor's copies, plus \$150 maximum/color transparency. Credit line given if requested. Buys one-time rights.

Tips "Don't call. Send written query. In reviewing a portfolio, we look for composition, detail, high-quality prints, well-lit studio work. We are not interested in nature photography or greeting card-type photography."

BOSTON MILLS PRESS

132 Main St., Erin ON N0B 1T0 Canada. (519)833-2407. Fax: (519)833-2195. Web site: www.bostonmillspress.com. **Contact:** John Denison, publisher. Estab. 1974. Publishes coffee table books, local guide books. Photos used for text illustrations, book covers and dust jackets. Examples of recently published titles: *Gift of Wings*; *Superior: Journey on an Inland Sea*.

Needs "We're looking for book-length ideas, *not* stock. We pay a royalty on books sold, plus advance."

Specs Uses 35mm transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with résumé of credits. Does not keep samples on file; include SAE/IRC for return of material. Responds in 3 weeks. Simultaneous submissions OK. Payment negotiated with contract. Credit line given.

\$ BREWERS ASSOCIATION

736 Pearl St., Boulder CO 80302. (888)822-6273 (U.S. and Canada only) or (303)447-0816. Fax: (303)447-2825. E-mail: kelli@aob.org. Web site: www.beertown.org. **Contact:** Kelli Gomez, art director. Estab. 1978. Publishes beer how-to, cooking with beer, trade, hobby, brewing, beer-related books. Photos used for text illustrations, promotional materials, books, magazines. Examples of published magazines: *Zymurgy* (front cover and inside); *The New Brewer* (front cover and inside). Examples of published book titles: *Sacred & Herbal Healing Beers* (front/back covers and inside); *Standards of Brewing* (front/back covers).

Needs Buys 15-30 photos/year; offers freelance assignments. Needs photos of food/drink, beer, hobbies, humor, agriculture, business, industry, product shots/still life, science. Interested in alternative process, fine art, historical/vintage.

Specs Uses b&w prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with nonreturnable samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions and previously published work OK. Payment negotiable; all jobs done on a quote basis. Pays by the project: \$700-800 for cover shots; \$300-600 for inside shots. Pays 60 days after receipt of invoice. Preferably buys one-time usage rights; negotiable.

Tips "Send nonreturnable samples for us to keep in our files that depict whatever your specialty is, plus some samples of beer-related objects, equipment, events, people, etc."

\$ CAPSTONE PRESS

151 Good Counsel Dr., Mankato MN 56002. (888)293-2609. Fax: (507)345-1872. E-mail: d.barton@capstonepress.com. Web site: www.capstonepress.com. **Contact:** Dede Barton. Estab. 1991. Publishes juvenile nonfiction and educational books. Subjects include animals, ethnic groups, vehicles, sports, history, scenics. Photos used for text illustrations, promotional materials, book covers. "To see examples of our products, please visit our Web site." Photo guidelines for projects are available after initial contact or reviewing of photographer's stock list.

Needs Buys about 3,000 photos/year. "Our subject matter varies (usually 100 or more different subjects/year); editorial-type imagery preferable although always looking for new ways to show an overused subject or title (fresh)." Model/property release preferred. Photo captions preferred; include "basic description; if people of color, state ethnic group; if scenic, state location and date of image."

Specs Uses various sizes of color and/or b&w prints (if historical); 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format for submissions as well as for use. Digital images must be at least 8×10 at 300 dpi for publishing quality (TIFF, EPS or original camera file format preferred).

Making Contact & Terms Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Responds in 6 months. Simultaneous submissions and previously published work OK. Pays \$200 for cover; \$75 for inside. Pays after publication. Credit line given. Buys one-time rights; North American rights negotiable. (Rights purchased may vary depending on the project.)

Tips "Be flexible. Book publishing usually takes at least 6 months. Capstone does not pay holding fees. Be prompt. The first photos in are considered for covers first."

CENTERSTREAM PUBLICATION

P.O. Box 17878, Anaheim CA 92807. Phone/fax: (714)779-9390. E-mail: centerstrm@aol.com. **Contact:** Ron Middlebrook, owner. Estab. 1982. Publishes music history, biographies, DVDs, music instruction (all instru-

ments). Photos used for text illustrations, book covers. Examples of published titles: *Dobro Techniques*; *History of Leedy Drums*; *History of National Guitars*; *Blues Dobro*; *Jazz Guitar Christmas* (book covers).

Needs Reviews stock photos of music. Model release preferred. Photo captions preferred.

Specs Uses color and/or b&w prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via Zip as TIFF files.

Making Contact & Terms Send query letter with samples and stock list. Send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works on assignment only. Responds in 1 month. Simultaneous submissions and previously published work OK. Payment negotiable. **Pays on receipt of invoice.** Credit line given. Buys all rights.

\$ CHATHAM PRESS

P.O. Box 677, Old Greenwich CT 06870. (203)622-1010. Fax: (203)862-4040. **Contact:** Roger Corbin, editor. Estab. 1971. Publishes New England- and ocean-related topics. Photos used for text illustrations, book covers, art, wall framing.

Needs Buys 25 photos/year; offers 5 freelance assignments/year. Needs photos of architecture, gardening, cities/urban, automobiles, food/drink, health/fitness/beauty, science. Interested in fashion/glamour, fine art, avant garde, documentary, historical/vintage. Model release preferred. Photo captions required.

Specs Uses b&w prints.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Responds in 1 month. Payment negotiable. Credit line given. Buys all rights.

Tips To break in with this firm, "produce superb black-and-white photos. There must be an Ansel Adams-type of appeal that is instantaneous to the viewer."

\$ CHIVALRY BOOKSHELF

3305 Mayfair Lane, Highland Village TX 75077. (866)268-1495. Fax: (978)418-4774. E-mail: brian@chivalrybookshelf.com. Web site: www.chivalrybookshelf.com. **Contact:** Photo Editor. Estab. 1996. Publishes hardcover and trade paperback originals and reprints. Subjects include art/architecture, history, government/politics, military, sports. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Deeds of Arms*; *The Medieval Art of Swordsmanship*; *Arte of Defense*. Catalog free with #10 SASE. Photo guidelines available on Web site.

Needs Buys 50-100 freelance photos/year. Needs photos of military, product shots/still life, events, hobbies, sports. Interested in documentary, fine art, historical/vintage. Model/property release required. Photo captions preferred; include subject, context, photographer's name.

Specs Uses glossy b&w and/or color prints. Accepts images in digital format. Send via CD, e-mail as TIFF files at 600 dpi.

Making Contact & Terms Send query letter with tearsheets. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2-4 weeks. Pays on publication. Credit line given. Buys all rights; negotiable.

Tips "Most of our freelance work is done in conjunction with one of our authors, and hence our payment structure is dependent upon the project. For a how-to or martial arts work, for example, the author is responsible for negotiating with the photographer. For a cover or a still photograph, we would negotiate rates on a per-project basis. Chivalry Bookshelf does maintain a file of interested illustrators and photographers, although this is not the primary route through which photographers are selected. The best option is to send a note to us or to one of our authors with examples of your work to see if we have an author in need of photo work. Look at several of our existing books to see what our style is like; we have a unique brand and are looking for potential talent who understands the content and photography."

\$ CLEANING CONSULTANT SERVICES

P.O. Box 1273, Seattle WA 98111. (206)682-9748. Fax: (206)622-6876. E-mail: wgriffin@cleaningconsultants.com. Web site: www.cleaningconsultants.com. **Contact:** William R. Griffin, publisher. "We publish books on cleaning, maintenance and self-employment. Examples are related to janitorial, housekeeping, maid services, window washing, carpet cleaning and pressure washing, etc. We also publish a quarterly magazine for self-employed cleaners. For information and a free sample, visit www.cleaningbusiness.com." Photos used for text illustrations, promotional materials, book covers and all uses related to production and marketing of books.

Needs Buys 20-50 freelance photos/year; offers 5-15 freelance assignments/year. Needs photos of people doing cleaning work. "We are always looking for unique cleaning-related photos." Reviews stock (cleaning-related photos only). Model release preferred. Photo captions preferred.

Specs Uses 4×6, 5×7, 8×10 glossy color prints.

Making Contact & Terms Send query with résumé of credits, samples, list of stock photo subjects, or send unsolicited photos for consideration via e-mail. Provide résumé, business card, brochure, flier or tearsheets to

be kept on file for possible future assignments. Responds in 3-4 weeks if interested. Simultaneous submissions and previously published work OK if not used in competitive publications. Pays \$5-50/b&w photo; \$5/color photo; \$10-30/hour; \$40-250/job; negotiable depending on specific project. Credit lines generally given. Buys all rights; depends on need and project.

Tips "We are especially interested in color photos of people doing cleaning work in USA and other countries for use on the covers of our publications. Be willing to work at reasonable rates. Selling 2 or 3 photos does not qualify you to earn top-of-the-line rates. We expect to use more photos, but they must be specific to our market, which is quite select. Don't send stock sample sheets that do not relate to our target audience. Send photos that fit our specific interest only. E-mail if you need more information or would like specific guidance."

\$\$\$ CLEIS PRESS

P.O. Box 14697, San Francisco CA 94114. (415)575-4700. Fax: (415)575-4705. E-mail: fdelacoste@cleispress.com. Web site: www.cleispress.com. **Contact:** Frédérique Delacoste, art director. Estab. 1979. Publishes fiction, nonfiction, trade and gay/lesbian erotica. Photos used for book covers. Examples of recently published titles: *Best Gay Erotica 2006*; *Best Lesbian Erotica 2006*; *Best Women's Erotica 2006*.

Needs Buys 20 photos/year. Reviews stock photos.

Specs Uses color and/or b&w prints; 35mm transparencies.

Making Contact & Terms Query via e-mail only. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works with local freelancers on assignment only. Keeps samples on file. Responds in 1 week. Pays \$350/photo for all uses in conjunction with book. Pays on publication.

\$\$\$ CONARI PRESS

Red Wheel/Weiser, LLC, 65 Parker St., Suite 7, Newburyport MA 01950. (978)465-0504. Fax: (978)465-0243. E-mail: info@redwheelweiser.com. Web site: www.redwheelweiser.com. **Contact:** Art Director. Estab. 1987. Publishes hardcover and trade paperback originals and reprints. Subjects include women's studies, psychology, parenting, inspiration, home and relationships (all nonfiction titles). Photos used for text illustrations, book covers, dust jackets.

Needs Buys 5-10 freelance photos/year. Looking for artful photos; subject matter varies. Interested in reviewing stock photos of most anything except high-tech, corporate or industrial images. Model release required. Photo captions preferred; include photography copyright.

Specs Prefers images in digital format.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Art director will contact photographer for portfolio review if interested. Portfolio should include prints, tearsheets, slides, transparencies or thumbnails. Keeps samples on file. Simultaneous submissions and previously published work OK. Pays by the project: \$400-1,000 for color cover; rates vary for color inside. Pays on publication. Credit line given on copyright page or back cover.

Tips "Review our Web site to make sure your work is appropriate."

\$\$\$ THE COUNTRYMAN PRESS

W.W. Norton & Co., Inc., P.O. Box 748, Woodstock VT 05091. (802)457-4826. Fax: (802)457-1678. E-mail: kthompson@wnnorton.com. Web site: www.countrymanpress.com. **Contact:** Kelly Thompson, production coordinator. Estab. 1973. Publishes hardcover originals, trade paperback originals and reprints. Subjects include travel, nature, hiking, biking, paddling, cooking, Northeast history, gardening and fishing. Examples of recently published titles: *The King Arthur Flour Baker's Companion* (book cover); *Vermont: An Explorer's Guide* (text illustrations, book cover). Catalog available for 6¼ × 10½ envelope.

Needs Buys 25 freelance photos/year. Needs photos of environmental, landscapes/scenics, wildlife, architecture, gardening, rural, sports, travel. Interested in historical/vintage, seasonal. Model/property release preferred. Photo captions preferred; include location, state, season.

Specs Uses 4 × 6 glossy or matte color prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, floppy disk, Zip as TIFF files at 350 dpi.

Making Contact & Terms Send query letter with résumé, slides, tearsheets, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 months, only if interested. Simultaneous submissions and previously published work OK. Pays \$100-600 for color cover. Pays on publication. Credit line given. Buys all rights for life of edition (normally 2-7 years); negotiable.

Tips "Our catalog demonstrates the range of our titles and shows our emphasis on travel and the outdoors. Crisp focus, good lighting, and strong contrast are goals worth striving for in each shot. We prefer images that invite rather than challenge the viewer, yet also look for eye-catching content and composition."

\$\$\$ CRABTREE PUBLISHING COMPANY

PMB 16A, 350 Fifth Ave., Suite 3308, New York NY 10118. (800)387-7650. Fax: (800)355-7166. Web site: www.crabtreebooks.com. **Contact:** Crystal Foxton and Allison Napier, photo researchers. Estab. 1978. Publishes

juvenile nonfiction, library and trade. Subjects include natural science, history, geography (including cultural geography), 18th- and 19th-century North America, sports. Photos used for text illustrations, book covers. Examples of recently published titles: *Insect Homes*; *Changing Weather: Storms*; *Extreme Mountain Biking*; *Inventing the Camera*; *Sir Walter Raleigh: Founding the Virginia Colony*; *Black Holes*.

Needs Buys 400-600 photos/year. Wants photos of cultural events around the world, animals (exotic and domestic) and historical reenactments. Model/property release required for children, photos of artwork, etc. Photo captions preferred; include place, name of subject, date photographed, animal behavior.

Specs Uses color prints; 35mm, 4 × 5, 8 × 10 transparencies; high-resolution digital files (no JPEG compressed files).

Making Contact & Terms Does NOT accept unsolicited photos. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Simultaneous submissions and previously published work OK. Pays \$75-100 for color photos. Pays on publication. Credit line given. Buys non-exclusive rights.

Tips "Since our books are for younger readers, lively photos of children and animals are always excellent." Portfolio should be "diverse and encompass several subjects rather than just 1 or 2; depth of coverage of subject should be intense so that any publishing company could, conceivably, use all or many of a photographer's photos in a book on a particular subject."

☐ THE CREATIVE COMPANY

Imprint: Creative Editions. 123 S. Broad St., Mankato MN 56001. (507)388-2024. Fax: (507)388-1364. E-mail: ccphotoeditor@hotmail.com. **Contact:** Nicole Becker, photo researcher. Estab. 1933. Publishes hardcover originals, textbooks for children. Subjects include animals, nature, geography, history, sports (professional and college), science, technology, biographies. Photos used for text illustrations, book covers. Examples of recently published titles: *Let's Investigate Wildlife* series (text illustrations, book cover); *Ovations* (biography) series (text illustrations, book cover). Catalog available for 9 × 12 SAE with \$2 first-class postage. Photo guidelines free with SASE.

Needs Buys 2,000 stock photos/year. Needs photos of celebrities, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, pets, rural, adventure, automobiles, entertainment, health/fitness, hobbies, sports, travel, agriculture, industry, medicine, military, science, technology/computers. Other specific photo needs: NFL, NHL, NBA, Major League Baseball. Photo captions required; include photographer's or agent's name.

Specs Accepts images in digital format for Mac only. Send via CD as JPEG files.

Making Contact & Terms Send query letter with photocopies, tearsheets, stock list. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 1 month to queries. Simultaneous submissions and previously published work OK. Pays \$100-150 for cover; \$50-150 for inside. Projects with photos and text are considered as well. Pays on publication. Credit line given. Buys one-time rights and foreign publication rights as requested.

Tips "Inquiries must include nonreturnable samples. After establishing policies and terms, we keep photographers on file and contact as needed. All photographers who agree to our policies can be included on our e-mail list for specific, hard-to-find image needs. We rarely use black-and-white or photos of people unless the text requires it. Project proposals must be for a 4-, 6-, or 8-book series for children."

☐ CREATIVE EDITIONS

The Creative Company, 123 S. Broad St., Mankato MN 56001. (507)388-2024. E-mail: ccphotoeditor@hotmail.com. **Contact:** Nicole Becker, photo researcher. Estab. 1989. Publishes hardcover originals. Subjects include photo essays, biography, poetry, stories designed for children. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Little Red Riding Hood* (text illustrations, book cover, dust jacket); *Poe* (text illustrations, book cover, dust jacket). Catalog available.

Needs Looking for photo-illustrated documentaries or gift books. Must include some text. Publishes 5-10 books/year.

Specs Uses any size glossy or matte color and/or b&w prints. Accepts images in digital format for Mac only. Send via CD as JPEG files at 72 dpi minimum (high-res upon request only).

Making Contact & Terms Send query letter with publication credits and project proposal, prints, photocopies, tearsheets of previous publications, stock list for proposed project. Responds in 1 month to queries. Simultaneous submissions and previously published work OK. Advance to be negotiated. Credit line given. Buys world rights for the book; photos remain property of photographer.

Tips "Creative Editions publishes unique books for the book-lover. Emphasis is on aesthetics and quality. Completed manuscripts are more likely to be accepted than preliminary proposals. Please do not send slides or other valuable materials."

CREATIVE HOMEOWNER

24 Park Way, Upper Saddle River NJ 07458. (201)934-7100, ext. 375. Fax: (201)934-7541. E-mail: robyn.poplasky@creativehomeowner.com. Web site: www.creativehomeowner.com. **Contact:** Robyn Poplasky, photo researcher. Estab. 1975. Publishes soft cover originals, mass market paperback originals. Photos used for text illustrations, promotional materials, book covers. Examples of recently published titles: *Design Ideas for Curb Appeal*; *The Smart Approach to the Organized Home*; *1,001 Ideas for Architectural Trimwork*. Catalog available. Photo guidelines available via fax.

Needs Buys 1,000 freelance photos/year. Needs photos of environmental, landscapes/scenics, architecture, some gardening, interiors/decorating, rural, agriculture, product shots/still life. Other needs include horticultural photography; close-ups of various cultivars and plants; interior and exterior design photography; garden beauty shots. Photo captions required; include photographer credit, designer credit, location, small description, if possible.

Specs Uses 35mm, 120, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG files at 300 dpi. Transparencies are preferred.

Making Contact & Terms Send query letter with résumé, photocopies, tearsheets, transparencies, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 weeks to queries. Simultaneous submissions and previously published work OK. Pays \$800 for color cover; \$100-150 for color inside; \$200 for back cover. Pays on publication. Credit line given. Buys one-time rights.

Tips "Be able to pull submissions for fast delivery. Label and document all transparencies for easy in-office tracking and return."

CREATIVE WITH WORDS PUBLICATIONS (CWW)

P.O. Box 223226, Carmel CA 93922. Fax: (831)655-8627. E-mail: geltrich@mbay.net. Web site: http://members.tripod.com/CreativeWithWords. **Contact:** Brigitta Geltrich, editor. Estab. 1975. Publishes poetry and prose anthologies according to set themes. Black & white photos used for text illustrations, book covers. Photo guidelines free with SASE.

Needs Looking for theme-related b&w photos. Model/property release preferred.

Specs Uses any size b&w photos. "We will reduce to fit the page."

Making Contact & Terms Request theme list, then query with photos. Does not keep samples on file; include SASE for return of material. Responds 3 weeks after deadline if submitted for a specific theme. Payment negotiable. Pays on publication. Credit line given. Buys one-time rights.

CRUMB ELBOW PUBLISHING

P.O. Box 294, Rhododendron OR 97049. **Contact:** Michael P. Jones, publisher. Estab. 1979. Publishes juvenile, educational, environmental, nature, historical, multicultural, travel and guidebooks. Photos used for text illustrations, promotional materials, book covers, dust jackets, educational videos. "We are just beginning to use photos in books and videos." Examples of recently published titles: *A Few Short Miles* (text illustrations, dust jacket); *Poetry in Motion* (text illustrations, dust jacket). Photo guidelines free with SASE.

Needs Looking for nature, wildlife, historical, environmental, folklife, historical reenactments, ethnicity and natural landscapes. Also wants photos of multicultural, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal. Model/property release preferred for individuals posing for photos. Photo captions preferred.

Specs Uses 3×5, 5×7, 8×10 color and/or b&w prints; 35mm transparencies; videotape. Accepts images in digital format. Send via CD.

Making Contact & Terms Submit portfolio for review. Send query letter with résumé of credits, samples, stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works on assignment only. Keeps samples on file; include SASE for return of material. Responds in 1 month depending on work load. Simultaneous submissions OK. Payment varies. Pays on publication. Credit line given. Offers internships for photographers year-round. Buys one-time rights.

Tips "Send enough samples so we have a good idea of what you can really do. Black & white photos are especially appealing. Also, remember that photography can be like an endless poem that continues to tell a never-ending story. Capture your images in a way that makes them become forever points in time."

DOCKERY HOUSE PUBLISHING, INC.

1720 Regal Row, Suite 112, Dallas TX 75235. (214)630-4300. Fax: (214)638-4049. E-mail: ctradlec@dockerypublishing.com. Web site: www.dockerypublishing.com. **Contact:** Catrice Tradlec, director of photography. Publishes customized books and magazines. Subjects include food, travel, healthy living. Photos used for text

illustrations, promotional materials, book covers, magazine covers and articles. Examples of recently published titles: *The Magical Taste of Grilling*; *Total Health and Wellness*.

Needs Looking for lifestyle trends, people, travel, food, luxury goods. Needs vary. Reviews stock photos. Model release preferred.

Specs Uses all sizes and finishes of color and b&w prints; 35mm and digital.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works on assignment only. Keeps samples on file. Cannot return material. Payment negotiable. Pays net 30 days. Buys all rights; negotiable.

DOWN THE SHORE PUBLISHING CORP.

P.O. Box 100, West Creek NJ 08092. Fax: (609)597-0422. E-mail: info@down-the-shore.com. Web site: www.down-the-shore.com. **Contact:** Raymond G. Fisk, publisher. Estab. 1984. Publishes regional calendars; seashore, coastal, and regional books (specific to the mid-Atlantic shore and New Jersey). Photos used for text illustrations, scenic calendars (New Jersey and mid-Atlantic only). Examples of recently published titles: *Great Storms of the Jersey Shore* (text illustrations); *NJ Lighthouse Calendar* (illustrations, cover); *Shore Stories* (text illustrations, dust jacket). Photo guidelines free with SASE or on Web site.

Needs Buys 30-50 photos/year. Needs scenic coastal shots, photos of beaches and New Jersey lighthouses (New Jersey and mid-Atlantic region). Interested in seasonal. Reviews stock photos. Model release required; property release preferred. Photo captions preferred; *specific location* identification essential.

Specs "We have a very limited use of prints." Prefers 35mm, 2¼×2¼, 4×5 transparencies. Accepts digital submissions via high-resolution files on CD. Refer to guidelines before submitting.

Making Contact & Terms Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future requests. Responds in 6 weeks. Previously published work OK. Pays \$100-200 for b&w or color cover; \$10-100 for b&w or color inside. Pays 90 days from publication. Credit line given. Buys one-time or book rights; negotiable.

Tips "We are looking for an honest depiction of familiar scenes from an unfamiliar and imaginative perspective. Images must be specific to our very regional needs. Limit your submissions to your best work. Edit your work very carefully."

ECW PRESS

2120 Queen St. E., Suite 200, Toronto ON M4E 1E2 Canada. (416)694-3348. E-mail: info@ecwpress.com. Web site: www.ecwpress.com. **Contact:** Jack David, publisher. Estab. 1974. Publishes hardcover and trade paperback originals. Subjects include biography, sports, travel, fiction, poetry. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Depp* (text illustrations); *Inside the West Wing* (text illustrations).

Needs Buys hundreds of freelance photos/year. Looking for color, b&w, fan/backstage, paparazzi, action, original, rarely used. Reviews stock photos. Property release required for entertainment or star shots. Photo captions required; include identification of all people.

Specs Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Send query letter. Provide e-mail. To show portfolio, photographer should follow up with letter after initial query. Does not keep samples on file; include SASE for return of material. Responds in 3 weeks. Pays by the project: \$250-600 for color cover; \$50-125 for color inside. Pays on publication. Credit line given. Buys one-time book rights (all markets).

Tips "We have many projects on the go. Query for projects needing illustrations. Please check our Web site before querying."

EMPIRE PUBLISHING SERVICE

Imprints: Gaslight, Empire, Empire Music & Percussion. P.O. Box 1344, Studio City CA 91614-0344. (818)784-8918. **Contact:** J. Cohen, art director. Estab. 1960. Publishes hardcover and trade paperback originals and reprints, textbooks. Subjects include entertainment, plays, health, Sherlock Holmes, music. Photos used for text illustrations, book covers. Examples of recently published titles: *Men's Costume Cut and Fashion, 17th Century* (text illustrations); *Scenery* (text illustrations).

Needs Needs photos of celebrities, entertainment, events, food/drink, health/fitness, performing arts. Interested in fashion/glamour, historical/vintage. Model release required. Photo captions required.

Specs Uses 8×10 glossy prints.

Making Contact & Terms Send query letter with résumé, samples. Provide résumé, business card to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions considered depending on subject and need. Pays on publication. Credit line given. Buys all rights.

Tips "Send appropriate samples of high-quality work only. Submit samples that can be kept on file and are representative of your work."

\$ FARCOUNTRY PRESS

Lee Enterprises, P.O. Box 5630, Helena MT 59604 (physical address: 2222 Washington St., Helena MT 59602). (406)444-5122 or (800)821-3874. Fax: (406)443-5480. E-mail: theresa.rush@lee.net. Web site: www.farcountrypress.com. **Contact:** Theresa Rush, photo librarian. Estab. 1973. Montana's largest book publisher, specializing in photography (states, cities, geographical regions, national parks, wildlife, wildflowers), popular history, children's education (nature, history), guidebooks, cookbooks, Lewis and Clark history, regional essays. Photo guidelines available on Web site.

Needs Looking for color photography of landscapes/scenics, wildlife, people. Photo captions required; include name and address on mount. Package slides in individual protectors, then in sleeves.

Specs "We prefer working with medium- and large-format (2 1/4, 4x5, etc.) for the large-format coffee table type books, but we will also work with high-quality 35mm. For digital photo submissions, please send 12-bit TIFF files (higher preferred), at least 350 dpi or higher, formatted for Macs. Use Adobe RGB (1998) color space. All images should be flattened—no channels or layers. Do not use compression; save at the highest-possible quality setting. Do not interpolate (upsizing) or sharpen images. Information, watermarks and/or type should never appear directly on the images. Include with your submission a 'quick view'—either a contact sheet(s) or a folder with low-resolution files for quick editing. We prefer to make our own color corrections to files. Do not make color changes. Copyright and caption data entered in the appropriate IPTC fields. Image file names contain photographer's name, e.g., STSmith3945.tif. Use file names that include: 1) the name or initials of the photographer; 2) location; 3) a unique photo ID number (example: Jones_Beijing_004697.tif)."

Making Contact & Terms Send query letter with stock list. "Do not send unsolicited transparencies." Reporting time depends on project. Simultaneous submissions and previously published work OK. Buys one-time rights.

Tips "We seek bright, heavily saturated colors. Focus must be razor sharp. Include strong seasonal looks, scenic panoramas, intimate close-ups. Of special note to *wildlife* photographers, specify shots taken in a captive situation (zoo or game farm); we identify shots taken in a captive situation."

\$ \$ FIFTH HOUSE PUBLISHERS

1511-1800 Fourth St. SW, Calgary AB T2S 2S5 Canada. (403)571-5230. Fax: (403)571-5235. E-mail: meaghan@fifthhousepublishers.ca. Web site: www.fifthhousepublishers.ca. **Contact:** Meaghan Craven, managing editor. Estab. 1982. Publishes calendars, history, biography, western Canadiana. Photos used for text illustrations, book covers, dust jackets and calendars. Examples of recently published titles: *The Canadian Weather Trivia Calendar*; *Wild Alberta*; *A World Within*.

Needs Buys 15-20 photos/year. Looking for photos of Canadian weather. Model/property release preferred. Photo captions required; include location and identification.

Making Contact & Terms Send query letter with samples and stock list. Keeps samples on file. Pays \$300 Canadian/calendar image. Pays on publication. Credit line given. Buys one-time rights.

📷 FOCAL PRESS

30 Corporate Dr., Suite 400, Burlington MA 01803. (781)313-4794. Fax: (781)313-4880. E-mail: d.heppner@elsevier.com. Web site: www.focalpress.com. **Contact:** Diane Heppner, acquisitions editor/photography. Estab. 1938.

Needs "We publish professional reference titles, practical guides and student textbooks in all areas of media and communications technology, including photography and digital imaging. We are always looking for new proposals for book ideas. Send e-mail for proposal guidelines."

Making Contact & Terms Simultaneous submissions and previously published work OK. Buys all rights; negotiable.

\$ \$ FORT ROSS INC.

26 Arthur Place, Yonkers NY 10701-1703. (914)375-6448. Fax: (914)375-6439. E-mail: vladimir.kartsev@verizon.net. Web site: www.fortrossinc.com. **Contact:** Vladimir Kartsev, executive director. Estab. 1992. Co-publishes hardcover reprints, trade paperback originals; offers photos to East European publishers and advertising agencies. Subjects include romance, science fiction, fantasy. Photos used for book covers. Examples of recently published titles: *Danielle Steel in Russian*; *Sex, Boys and You in Russian*.

Needs Buys up to 1,000 photos/year. Needs photos of couples, "clinchies," jewelry, flowers. Interested in alternative process, fashion/glamour. Model release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, e-mail as JPEG files.

Making Contact & Terms Send query letter with photocopies. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested. Simultaneous submissions and previously published work OK. Pays \$50-150 for color images. **Pays on acceptance.** Credit line given. Buys one-time rights.

\$ □ FORUM PUBLISHING CO.

Imprint: Retailers Forum. 383 E. Main St., Centerport NY 11721. (631)754-5000. Fax: (631)754-0630. E-mail: forumpublishing@aol.com. Web site: www.forum123.com. **Contact:** Marti, art director. Estab. 1981. Publishes trade magazines and directories.

Needs Buys 24 freelance photos/year. Needs photos of humor, business concepts, industry, product shots/still life. Interested in seasonal. Other photo needs include humorous and creative use of products and merchandise. Model/property release preferred.

Specs Uses any size color prints; 4×5, 8×10 transparencies.

Making Contact & Terms Send query letter with prints. Does not keep samples on file; include SASE for return of material. Responds in 2 weeks to queries. Simultaneous submissions and previously published work OK. Works with local freelancers only. Pays \$50-100 for color cover. **Pays on acceptance.** Credit line sometimes given. Buys one-time rights.

Tips "We publish trade magazines and directories and are looking for creative pictures of products/merchandise. Call Marti for complete details."

\$ □ □ GRAPHIC ARTS CENTER PUBLISHING COMPANY

3019 NW Yeon, Portland OR 97210. (503)226-2402, ext. 306. Fax: (503)223-1410. E-mail: jeanb@gacpc.com. Web site: www.gacpc.com. **Contact:** Jean Bond-Slaughter, editorial assistant. Publishes adult trade photo-essay books and state, regional and recreational calendars. Examples of published titles: *Primal Forces*; *Cherokee*; *Oregon IV*; *Alaska's Native Ways*.

Needs Offers 5-10 photo-essay book contracts/year. Needs photos of environmental, landscapes/scenics, wildlife, gardening, adventure, food/drink, travel. Interested in fine art, historical/vintage, seasonal.

Specs Uses 35mm, 2¼×2¼ and 4×5 transparencies. Accepts images in digital format. Send via Jaz, Zip, CD.

Making Contact & Terms "Contact the editorial assistant to receive permission to send in a submission. An unsolicited submission will be returned unopened with postage due." Once permission is granted, send bio, samples: 20-40 transparencies that are numbered, labeled with descriptions and verified in a delivery memo, and return postage or a completed Fed Ex form. Responds in up to 4 months. Payment varies based on project. Credit line given. Buys book rights.

Tips "Photographers must be previously published and have a minimum of 5 years full-time professional experience to be considered. Call to present your book or calendar proposal before you send in a submission. Topics proposed must have strong market potential."

□ □ GRYPHON HOUSE

P.O. Box 207, Beltsville MD 20704. (301)595-9500. Fax: (301)595-0051. E-mail: rosanna@ghbooks.com. Web site: www.ghbooks.com. **Contact:** Rosanna Demps, art director. Estab. 1970. Publishes educational resource materials for teachers and parents of young children. Examples of recently published titles: *Innovations: The Complete Resource Book for Toddlers* (text illustrations); *The Inclusive Learning Center Book* (book cover).

Needs Looking for b&w and color photos of young children (from birth to 6 years.) Reviews stock photos. Model release required.

Specs Uses 5×7 glossy color (cover only) and b&w prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with samples and stock list. Keeps samples on file. Simultaneous submissions OK. Payment negotiable. **Pays on receipt of invoice.** Credit line given. Buys book rights.

\$ □ □ GUERNICA EDITIONS, INC.

P.O. Box 117, Station P, Toronto ON M5S 2S6 Canada. Fax: (416)657-8885. Web site: www.guernicaeditions.com. **Contact:** Antonio D'Alfonso, editor. Estab. 1978. Publishes adult trade (literary). Photos used for book covers. Examples of recently published titles: *Jane Urquhart: Essays on Her Works*, edited by Laura Ferri; *Linda Rogers: Essays on Her Works*, edited by Harold Rhenisch; *David Adams Richards: Essays on His Works*, edited by Tony Tremblay.

Needs Buys varying number of photos/year; "often" assigns work. Needs life events, including characters; houses. Photo captions required.

Specs Uses color and/or b&w prints. Accepts images in digital format. Send via CD, Zip as TIFF, GIF files at 300 dpi minimum.

Making Contact & Terms Send query letter with samples. Sometimes keeps samples on file. Cannot return material. Responds in 2 weeks. Pays \$150 for cover. Pays on publication. Credit line given. Buys book rights. "Photo rights go to photographers. All we need is the right to reproduce the work."

Tips "Look at what we do. Send some samples. If we like them, we'll write back."

 HERALD PRESS

616 Walnut Ave., Scottsdale PA 15683. (724)887-8500. Fax: (724)887-3111. E-mail: merrill@mph.org. Web site: www.mph.org. **Contact:** Design Director. Estab. 1908. Photos used for book covers, dust jackets. Examples of published titles: *Lord, Teach Us to Pray*; *Starting Over*; *Amish Cooking* (all cover shots).

Needs Buys 5 photos/year; offers occasional freelance assignments. Subject matter varies. Reviews stock photos of people and other subjects including religious, environmental. Model/property release required. Photo captions preferred; include identification information.

Specs Uses varied sizes of glossy color and/or b&w prints; 35mm transparencies. Prefers images in digital format. Send via Zip, CD, e-mail as JPEG files.

Making Contact & Terms Send query letter or e-mail with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Works on assignment only or selects from file of samples. Responds in 1 month. Simultaneous submissions and previously published work OK. Payment negotiable. **Pays on acceptance.** Credit line given. Buys book rights; negotiable.

Tips "We put your résumé and samples on file. It is best to direct us to your Web site."

 HOLT, RINEHART AND WINSTON

10801 N. Mopac Expressway, Bldg. 3, Austin TX 78759-5415. (512)721-7000. Fax: (800)269-5232. E-mail: HoltInfo@hrw.com. Web site: www.hrw.com. **Contact:** Curtis Riker, director of image acquisitions. Photo Research Manager: Jeannie Taylor. Publishes textbooks in multiple formats. "The Photo Research Department of the HRW School Division in Austin obtains photographs for textbooks in subject areas taught in secondary schools." Photos are used for text illustrations, promotional materials and book covers.

Needs Uses 6,500+ photos/year. Wants photos that illustrate content for mathematics, sciences, social studies, world languages, and language arts. Model/property release preferred. Photo captions required; include scientific explanation, location and/or other detailed information.

Specs Prefers images in digital format. Send via CD or broadband transmission.

Making Contact & Terms Send a query letter with a sample of work (nonreturnable photocopies, tearsheets, printed promos) and a list of subjects in stock. Self-promotion pieces kept on file for future reference. Include promotional Web site link if available. "Do not call!" Will respond only if interested. Payment negotiable depending on format and number of uses. Credit line given.

Tips "Our book image programs yield an emphasis on rights-managed stock imagery, with a focus on teens and a balanced ethnic mix. Though we commission assignment photography, we maintain an in-house studio with 2 full-time photographers. We are interested in natural-looking, uncluttered photographs labeled with exact descriptions, that are technically correct and include no evidence of liquor, drugs, cigarettes or brand names."

 HUMAN KINETICS PUBLISHERS

1607 N. Market, Champaign IL 61820. (217)351-5076. E-mail: danw@hkusa.com. Web site: www.hkusa.com. **Contact:** Dan Wendt. Estab. 1979. Publishes hardcover originals, trade paperback originals, textbooks, online courses and CD-ROMs. Subjects include sports, fitness, physical therapy, sports medicine, nutrition, physical activity. Photos used for text illustrations, promotional materials, catalogs, magazines, Web content, book covers. Examples of recently published titles: *Serious Tennis* (text illustrations, book cover); *Beach Volleyball* (text illustrations, book cover). Photo guidelines available via e-mail only.

Needs Buys 2,000 freelance photos/year. Needs photos of babies/children/teens, multicultural, families, education, events, food/drink, health/fitness, performing arts, sports, medicine, military, product shots/still life. All photos purchased must show some sort of sport, physical activity, health and fitness. "Expect ethnic diversity in all content photos." Model release preferred.

Specs Prefers images in digital format. Send via CD, Zip as TIFF, JPEG files at 300 dpi at 9×12 inches; will accept 5×7 color prints, 35mm transparencies.

Making Contact & Terms Send query letter and URL via e-mail to view samples. Responds only if interested. Simultaneous submissions and previously published work OK. Pays \$250-500 for b&w or color cover; \$75-125 for b&w or color inside. Pays extra for electronic usage of photos. Pays on publication. Credit line given. Buys one-time rights. Prefers world rights, all languages, for one edition; negotiable.

Tips "Go to Borders or Barnes & Noble and look at our books in the sport and fitness section. We want and need peak action, emotion, and razor-sharp images for future projects. The pay is below average, but there is opportunity for exposure and steady income to those with patience and access to a variety of sports and physical education settings. We have a high demand for quality shots of youths engaged in physical education classes at all age groups. We place great emphasis on images that display diversity and technical quality. Do not contact us if you charge research or holding fees. Do not contact us for progress reports. Will call if selection is made or return images. Typically, we hold images 4 to 6 months. If you can't live without the images that long, don't contact us. Don't be discouraged if you don't make a sale in the first 6 months. We work with over 200 agencies

and photographers. Photographers should check to see if techniques demonstrated in photos are correct with a local authority. Most technical photos and submitted work are rejected on content, not quality."

HYPERION BOOKS FOR CHILDREN

114 Fifth Ave., New York NY 10011. (212)633-4400. Fax: (212)807-5880. Web site: www.hyperionchildrensbooks.com. **Contact:** Susan Feakins. Publishes children's books, including picture books and books for young readers. Subjects include adventure, animals, history, multicultural, sports. Catalog available for 9×12 SAE with 3 first-class stamps.

Needs Needs photos of multicultural subjects.

Making Contact & Terms Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Pays royalties based on retail price of book, or a flat fee.

\$ \$ **INNER TRADITIONS/BEAR & COMPANY**

1 Park St., Rochester VT 05767. (802)767-3174. Fax: (802)767-3726. E-mail: peri@innertraditions.com. Web site: www.innertraditions.com. **Contact:** Peri Champine, art director. Estab. 1975. Publishes adult trade and teen self-help. Subjects include New Age, health, self-help, esoteric philosophy. Photos used for text illustrations, book covers. Examples of recently published titles: *Tibetan Sacred Dance* (cover, interior); *Tutankhamun Prophecies* (cover); *Animal Voices* (cover, interior).

Needs Buys 10-50 photos/year; offers 5-10 freelance assignments/year. Needs photos of babies/children/teens, multicultural, families, parents, religious, alternative medicine, environmental, landscapes/scenics. Interested in fine art, historical/vintage. Reviews stock photos. Model/property release required. Photo captions preferred.

Specs Uses 35mm, 4×5 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works with freelancers on assignment only. Simultaneous submissions OK. Pays \$150-600 for color cover; \$50-200 for b&w and color inside. Pays on publication. Credit line given. Buys book rights; negotiable.

INSIGHT GUIDES

(formerly Langenscheidt Publishers, Inc./APA Publications), Langenscheidt Publishing Group, 58 Borough High St., London SE1 1XF United Kingdom. Fax: (44)(207)403-0286. E-mail: hilary@insightguides.co.uk. Web site: www.insightguides.co.uk. Estab. 1969. Publishes trade paperback originals, mainly travel subjects. Photos used for text illustrations, book covers. Catalog available.

Needs Buys hundreds of freelance photos/year. Needs photos of travel. Model/property release required, where necessary.

Making Contact & Terms Send query letter with résumé, photocopies. Does not keep samples on file; cannot return material. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays on publication. Credit line given. Buys one-time rights.

Tips "We look for spectacular color photographs relating to travel. See our guides for examples."

\$ \$ **JUDICATURE**

2700 University Ave., Des Moines IA 50311. (773)973-0145. Fax: (773)338-9687. E-mail: drichert@ajs.org. Web site: www.ajs.org. **Contact:** David Richert, editor. Estab. 1917. Publishes legal journal, court and legal books. Photos used for text illustrations, cover of bimonthly journal.

Needs Buys 10-12 photos/year; occasionally offers freelance assignments. Looking for photos relating to courts, the law. Reviews stock photos. Model/property release preferred. Photo captions preferred.

Specs Uses 5×7 color and/or b&w prints; 35mm transparencies. Prefers images in digital format.

Making Contact & Terms Send query letter with samples. Works on assignment only. Keeps samples on file. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Pays \$250-350 for cover; \$125-300 for color inside; \$125-250 for b&w inside. **Pays on receipt of invoice.** Credit line given. Buys one-time rights.

B. KLEIN PUBLICATIONS

P.O. Box 6578, Delray Beach FL 33482. (561)496-3316. Fax: (561)496-5546. **Contact:** Bernard Klein, president. Estab. 1953. Publishes adult trade, reference and who's who. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of published titles: *1933 Chicago World's Fair*; *1939 NY World's Fair*; *Presidential Ancestors*.

Needs Reviews stock photos.

Making Contact & Terms Send query letter with résumé of credits and samples. Works on assignment only. Cannot return material. Responds in 2 weeks. Payment negotiable.

Tips "We have several books in the works that will need extensive photo work in the areas of history and celebrities."

\$ LAYLA PRODUCTION INC.

370 E. 76th St., New York NY 10021. (212)879-6984. Fax: (212)639-1723. E-mail: laylaprod@aol.com. **Contact:** Lori Stein, manager. Estab. 1980. Publishes adult trade and how-to gardening. Photos used for text illustrations, book covers. Examples of recently published titles: *Spiritual Gardening* and *American Garden Guides*, 12 volumes (commission or stock, over 4,000 editorial photos).

Needs Buys over 150 photos/year; offers 6 freelance assignments/year. Needs photos of gardening.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Prefers no unsolicited material. Simultaneous submissions and previously published work OK. Pays \$50-300 for color photos; \$50-300 for b&w photos; \$30-75/hour; \$250-500/day. Other methods of pay depend on job, budget and quality needed. Buys all rights.

Tips "We're usually looking for a very specific subject. We do keep all résumés/brochures received on file—but our needs are small, and we don't often use unsolicited material."

LERNER PUBLISHING GROUP

241 First Ave. N., Minneapolis MN 55401. (612)332-3344. Fax: (612)332-7615. E-mail: bjohnson@igraphics.com. Web site: www.lernerbooks.com. **Contact:** Beth Johnson, photo research director. Estab. 1959. Publishes educational books for young people. Subjects include animals, biography, history, geography, science and sports. Photos used for text illustrations, promotional materials, book covers. Examples of recently published titles: *Colorful Peacocks* (text illustrations, book cover); *Ethiopia in Pictures* (text illustrations, book cover).

Needs Buys more than 1,000 photos/year; occasionally offers assignments. Needs photos of children/teens, celebrities, multicultural, families, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, pets, rural, hobbies, sports, agriculture, industry, political, science, technology/computers. Model/property release preferred when photos are of social issues (e.g., the homeless). Photo captions required; include who, where, what and when.

Specs Uses any size glossy color prints; 35mm transparencies. Accepts images in digital format. Send via CD, e-mail, FTP link as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with detailed stock list by mail, fax or e-mail. Provide flier or tearsheets to be kept on file. "No calls, please." Cannot return material. Responds only if interested. Previously published work OK. Pays by the project: \$200-500 for cover; \$50-150 for inside. **Pays on receipt of invoice.** Credit line given. Buys one-time rights.

Tips Prefers crisp, clear images that can be used editorially. "Send in as detailed a stock list as you can, and be willing to negotiate pay."

LITURGY TRAINING PUBLICATIONS

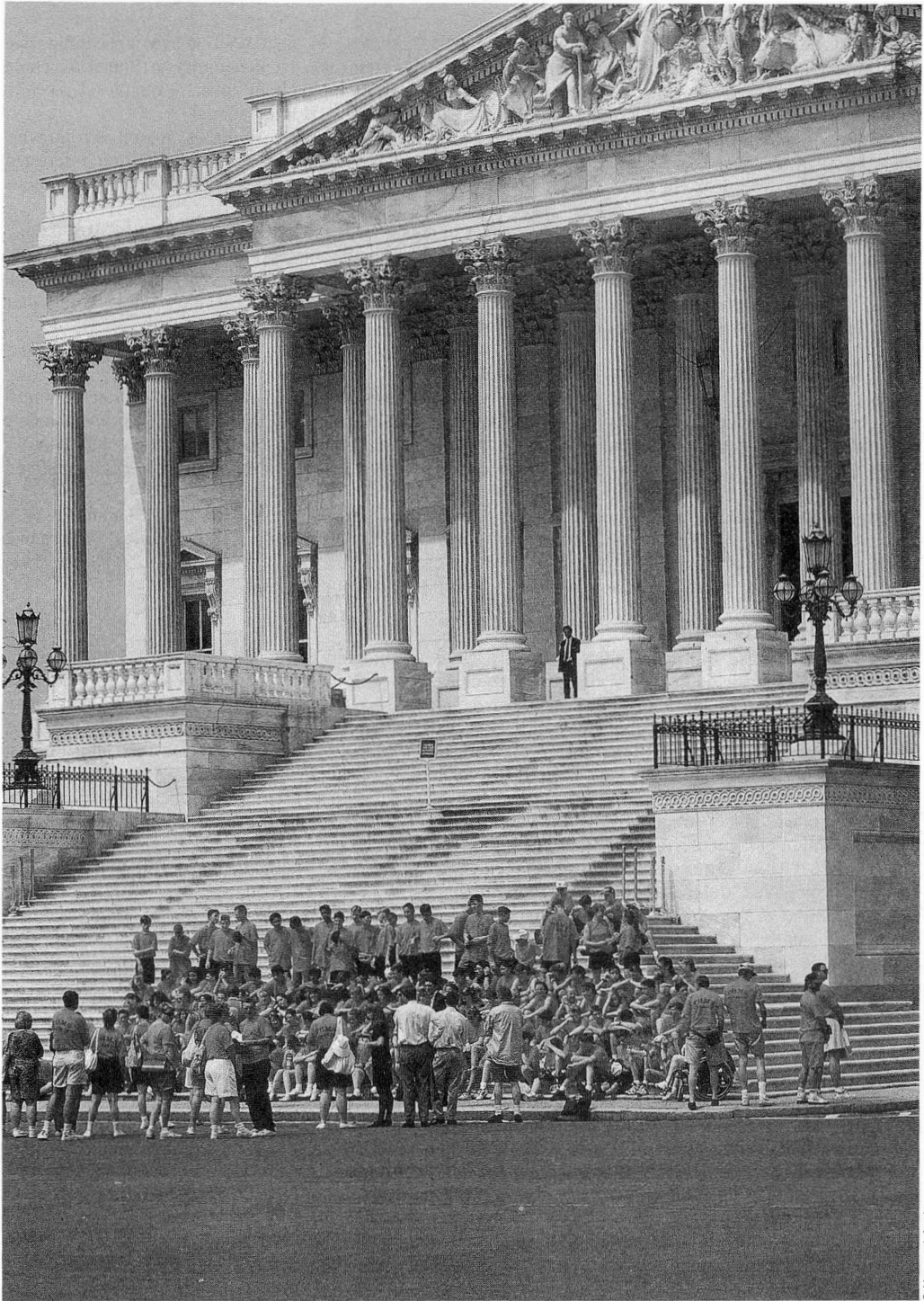
1800 N. Hermitage Ave., Chicago IL 60622. (773)486-8970. Fax: (773)486-7094. Web site: www.ltp.org. **Contact:** Design Supervisor. Estab. 1964. Publishes materials that assist parishes, institutions and households in the preparation, celebration and expression of liturgy in Christian life. Photos used for text illustrations, book covers. Examples of recently published titles: *Infant Baptism: A Parish Celebration* (text illustrations); *The Postures of the Assembly During the Eucharistic Prayer* (cover); *Teaching Christian Children About Judaism* (text illustrations).

Needs Buys 50-60 photos/year; offers 1 freelance assignment/year. Needs photos of processions, assemblies with candles in church, African-American Catholic worship, sacramental/ritual moments. Interested in fine art. Model/property release required. Photo captions preferred.

Specs Uses 5×7 glossy b&w prints; 35mm transparencies; digital scans.

Making Contact & Terms Arrange a personal interview to show portfolio or submit portfolio for review. Send query letter with résumé of credits, samples and stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$25-200 for b&w; \$50-225 for color. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Please realize that we are looking for very specific things—Catholic liturgy-related photos including people of mixed ages, races, socio-economic backgrounds; post-Vatican II liturgical style; candid photos; photos that are not dated. We are *not* looking for generic religious photography. We're trying to use more photos, and will if we can get good ones at reasonable rates."



© Howard Ande

Lerner Publishing Group used this photo of school children on a trip to Washington, D.C., in a book about schools. The photographer, Howard Ande, receives Lerner's photo wants list regularly to see if he can meet any of their current photo needs.

LUCENT BOOKS

27500 Drake Rd., Farmington Hills MI 48331. (248)699-4253. Fax: (248)699-8058. Web site: www.lucentbooks.com. **Contact:** Shelley Dickey, production manager. Estab. 1987. Publishes juvenile nonfiction. Subjects include social issues, biographies and histories. Photos used for text illustrations and book covers. Examples of recently published titles: *The Death Penalty* (text illustrations); *Teen Smoking* (text illustrations).

Needs Buys hundreds of photos/year, including many historical and biographical images, as well as controversial topics such as euthanasia. Needs celebrities, teens, disasters, environmental, wildlife, education. Interested in documentary, historical/vintage. Reviews stock photos. Model/property release required; photo captions required.

Specs Uses 5×7, 8½×11 b&w prints. Accepts images in digital format. Send via CD, Zip, e-mail at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits and samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Will contact if interested. Simultaneous submissions and previously published work OK. Pays \$100-300 for color cover; \$50-100 for inside. Credit lines given on request.

MAGENTA PUBLISHING FOR THE ARTS

151 Winchester St., Toronto ON M4X 1B5 Canada. Web site: www.magentafoundation.org. **Contact:** Submissions. Estab. 2004. Magenta Foundation is Canada's first charitable arts publishing house. "Our prime mandate is to promote the work of contemporary Canadian and international artists through books and exhibitions."

Needs "We are looking for complete bodies of work *only* (80% finished). Please do not send works in progress. We are looking for work in all related arenas of photography."

Making Contact & Terms Submissions will be reviewed 4 times/year by the Magenta Board. Submit: 1- to 2-page proposal; 3-5 digital printouts and the rest of the work on CD (CD must run on all platforms); artist's bio; return postage.

Tips "Please do not contact the office to inquire about the state of your proposal."

MAISONNEUVE PRESS

Institute for Advanced Cultural Studies, P.O. Box 2980, Washington DC 20013-2980. (301)277-7505. Fax: (301)277-2467. E-mail: editors@maisonneuvepress.com. Web site: www.maisonneuvepress.com. **Contact:** Robert Merrill, editor. Estab. 1986. Publishes hardcover and trade paperback originals, trade paperback reprints. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Our Forest Legacy* (text illustrations, promotional materials, book cover, dust jacket); *Crisis Cinema* (text illustrations, promotional materials, book cover, dust jacket). Catalog free. Photo guidelines free with SASE.

Needs Buys 25 freelance photos/year. Needs photos of military, political. Interested in documentary, fine art, historical/vintage. Model/property release preferred. Photo captions required; include photographer's name, date, description of contents, permission or copyright.

Specs Uses 5×7 b&w prints. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF files at the best resolution you have. "Color for book covers only."

Making Contact & Terms *Contact before submitting to make sure new material is currently being accepted.* Send query letter with résumé, prints, photocopies. Keeps samples on file. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$50-150 for b&w or color cover; \$10-70 for b&w inside. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "Look at our catalog. Query via e-mail. Especially interested in documentary photos. Mostly use photos to illustrate text—ask what texts we're working on. Send thumbnails via e-mail attachment."

MBI PUBLISHING COMPANY

Imprints: Motorbooks, Zenith Press, Voyageur Press, MBI. 380 Jackson St., Suite 200, St. Paul MN 55101-3385. (651)287-5000. Fax: (651)287-5001. E-mail: mlabarre@mbipublishing.com. Web site: www.mbipublishing.com. **Contact:** Publishing Assistant. Estab. 1965. Publishes trade, specialist and how-to automotive, aviation and military, as well as regional U.S. travel, Americana, collectibles, nature/wildlife, country life, history. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Army: An Illustrated History*; *Classic Roadside Americana*; *How to Customize Your Harley-Davidson*.

Needs Anything to do with transportation, including tractors, motorcycles, bicycles, trains, aviation, automobiles, construction equipment. Also wants photos of Americana, regional U.S. travel, country life, nature. Model release preferred.

Making Contact & Terms "Present a résumé and cover letter first, and we'll follow up with a request to see samples." Unsolicited submissions of original work are discouraged. Works on assignment typically as part of a book project. Responds in 10 weeks. Simultaneous submissions and previously published work OK. Payment negotiable. Credit line given. Rights negotiable.

\$\$\$ MCGRAW-HILL

1333 Burr Ridge Pkwy., Floors 2-5, Burr Ridge IL 60527. (630)789-4000. Fax: (630)789-6594. E-mail: gino_cieslik@mcgraw-hill.com. Web site: www.mhhe.com. Publishes hardcover originals, textbooks, CD-ROMs. Photos used for book covers.

Needs Buys 20 freelance photos/year. Needs photos of business concepts, industry, technology/computers.

Specs Uses 8 × 10 glossy prints; 35mm, 2¼ × 2¼, 4 × 5 transparencies. Accepts images in digital format. Send via CD.

Making Contact & Terms Contact through rep. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested. Previously published work OK. Pays \$650-1,000 for b&w cover; \$650-1,500 for color cover. Pays extra for electronic usage of photos. Pays on publication. Credit line given. Buys one-time rights.

\$\$\$ MILKWEED EDITIONS

1011 Washington Ave. S., Suite 300, Minneapolis MN 55415. (612)332-3192. Fax: (612)215-2550. Web site: www.milkweed.org. Estab. 1980. Publishes hardcover originals and trade paperback originals. Subjects include literary fiction, literary nonfiction, poetry, children's fiction. Photos used for book covers and dust jackets. Examples of recently published titles: *Ordinary Wolves*; *Firekeeper*. Catalog available for \$1.50. Photo guidelines available for first-class postage.

Needs Buys 6-8 freelance photos/year. Needs photos of environmental, landscapes/scenics, wildlife, people, stock, art, multicultural.

Specs Uses any size glossy or matte color and/or b&w prints; 2¼ × 2¼, 4 × 5 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$300-800 for b&w or color cover; by the project, \$800 maximum for cover/inside shots. Credit line given. Buys one-time rights.

\$ MUSEUM OF NORTHERN ARIZONA

3101 N. Fort Valley Rd., Flagstaff AZ 86001. (928)774-5213. Fax: (928)779-1527. E-mail: publications@mna.mus.arizona.edu. Web site: www.musnaz.org. **Contact:** Anne Doyle, publications coordinator; Karen Enyrdy, editor. Estab. 1928. Subjects include biology, geology, archaeology, anthropology and history. Photos used for *Plateau: Land and People of the Colorado Plateau* magazine, published twice/year (May, October).

Needs Buys approximately 80 photos/year. Biology, geology, history, archaeology and anthropology—subjects on the Colorado Plateau. Reviews stock photos. Photo captions preferred; include location, description and context.

Specs Uses 8 × 10 glossy b&w prints; 35mm, 2¼ × 2¼, 4 × 5 and 8 × 10 transparencies. Prefers 2¼ × 2¼ transparencies or larger. Possibly accepts images in digital format. Submit via Zip disk.

Making Contact & Terms Send query letter with samples, SASE. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$55-250/color photo; \$55-250/b&w photo. Credit line given. Buys one-time and all rights; negotiable. Offers internships for photographers. Contact Photo Archivist: Tony Marinella.

Tips Wants to see top-quality, natural history work. To break in, send only pre-edited photos.

\$\$\$ MUSIC SALES GROUP

257 Park Ave. S., 20th Floor, New York NY 10010. (212)254-2100. Fax: (212)254-2013. E-mail: de@musicsales.com. Web site: www.musicsales.com. **Contact:** Daniel Earley. Publishes instructional music books, song collections and books on music. Photos used for covers and/or interiors. Examples of recently published titles: *Bob Dylan: Time Out of Mind*; *Paul Simon: Songs from the Capeman*; *AC/DC: Bonfire*.

Needs Buys 200 photos/year. Model release required on acceptance of photo. Photo captions required.

Specs Uses 8 × 10 glossy prints; 35mm, 2 × 2, 5 × 7 transparencies.

Making Contact & Terms Send query letter first with résumé of credits. Provide business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 2 months. Simultaneous submissions and previously published work OK. Pays \$75-100 for b&w; \$250-750 for color.

Tips In samples, wants to see "the ability to capture the artist in motion with a sharp eye for framing the shot well. Portraits must reveal what makes the artist unique. We need rock, jazz, classical—onstage and impromptu shots. Please send us an inventory list of available stock photos of musicians. We rarely send photographers on assignment and buy mostly from material on hand. Send business card and tearsheets or prints stamped 'proof' across them. Due to the nature of record releases and concert events, we never know exactly when we may need a photo. We keep photos on permanent file for possible future use."

NEW LEAF PRESS, INC.

Box 726, Green Forest AR 72638. (870)438-5288. Fax: (870)438-5120. Web site: www.nlpg.com. **Contact:** Brent Spurlock, art director. Publishes Christian adult trade, gifts, devotions and homeschool. Photos used for book covers, book interiors and catalogs. Example of recently published title: *The Hand That Paints the Sky*.

Needs Buys 5 freelance photos/year. Needs photos of landscapes, dramatic outdoor scenes, "anything that could have an inspirational theme." Reviews stock photos. Model release required. Photo captions preferred.

Specs Uses 35mm slides and transparencies. Accepts images in digital format. Send via CD, Jaz, Zip, e-mail as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send query letter with copies of samples and list of stock photo subjects. "Not responsible for submitted slides and photos from queries. Please send copies, no originals unless requested." Does not assign work. Responds in 2-3 months. Simultaneous submissions and previously published work OK. Pays \$50-100 for b&w photos; \$100-175 for color photos. Credit line given. Buys one-time and book rights.

Tips "In order to contribute to the company, send color copies of quality, crisp photos. Trend in book publishing is toward much greater use of photography."

NICOLAS-HAYS, INC.

P.O. Box 1126, Berwick ME 03901. (207)698-1041. Fax: (207)698-1042. E-mail: info@nicolashays.com. Web site: www.nicolashays.com. **Contact:** Valerie Cooper, managing editor. Estab. 1976. Publishes trade paperback originals and reprints. Subjects include Eastern philosophy, Jungian psychology, New Age how-to. Photos used for book covers. Example of recently published title: *A Call to Compassion: Bringing Buddhist Practices of the Heart into the Soul of Psychology* (book cover). Catalog available upon request.

Needs Buys 1 freelance photo/year. Needs photos of landscapes/scenics.

Specs Uses color prints; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with photocopies, tearsheets. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$100-200 for color cover. **Pays on acceptance.** Credit line given. Buys one-time rights.

Tips "We are a small company and do not use many photos. We keep landscapes/seascapes/skyscapes on hand—images need to be inspirational."

NORTHLAND PUBLISHING

P.O. Box 1389, Flagstaff AZ 86002. (928)774-5251. Fax: (928)774-0592. E-mail: info@northlandpub.com. Web site: www.northlandbooks.com. **Contact:** David Jenney, publisher. Estab. 1958. Specializes in nonfiction titles with American West and Southwest themes, including Native American arts, crafts and culture; regional cookery; interior design and architecture; site-specific visual tour books. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published photography-driven titles: *The New Southwest Home* (cover/interior); *Seasonal Southwest Cooking* (cover/interior); *Lasting Light: 125 Years of Grand Canyon Photography* (cover/interior).

Needs Buys 300 stock photos/year. "Occasional assignments for photographers in the region." Model/property release required. Photo captions required.

Specs "Large-format transparencies preferred. Hi-res digital files on CD or DVD also accepted."

Making Contact & Terms Send query letter with samples. Previously published work OK. Payment negotiable. Pays within 30 days of invoice. Credit line given. Buys non-exclusive lifetime and all rights.

Tips "We look for site- or subject-specific images but occasionally publish a new book with an idea from a photographer. Point us to your Web site."

W.W. NORTON AND COMPANY

500 Fifth Ave., New York NY 10110. (212)790-4362. Fax: (212)869-0856. Web site: www.wwnorton.com. **Contact:** Neil Ryder Hoos, manager, photo permissions. Estab. 1923. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Inventing America*; *We the People*; *Earth: Portrait of a Planet*; *Enjoyment of Music*; *Psychological Science*.

Needs Variable. Photo captions preferred.

Specs Accepts images in all formats; digital images at a minimum of 300 dpi for reproduction and archival work.

Making Contact & Terms Send stock list. Do not enclose SASE. Simultaneous submissions and previously published work OK. Responds as needed. Payment negotiable. Credit line given. Buys one-time rights; many images are also used in print and Web-based ancillaries; negotiable.

Tips "Competitive pricing and minimal charges for electronic rights are a must."

OUTDOOR EMPIRE PUBLISHING, INC.

P.O. Box 3010, Bothell WA 98041. (360)282-4200. Fax: (360)282-4270. Web site: www.outdoorempire.com.

Contact: Barbara Snow, art director. Publishes how-to, outdoor recreation and large-sized paperbacks. Photos used for text illustrations, promotional materials, book covers and newspapers.

Needs Buys 6 photos/year; offers 2 freelance assignments/year. Wildlife, hunting, fishing, boating, outdoor recreation. Model release preferred. Photo captions preferred.

Specs Uses 8×10 glossy b&w and/or color prints; 35mm, 2¼×2¼ and 4×5 transparencies.

Making Contact & Terms Send query letter with samples or send unsolicited photos by mail for consideration. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works on assignment only. Responds in 3 weeks. Simultaneous submissions OK. Payment “depends on situation/publication.” Credit line given. Buys all rights.

Tips Prefers to see slides or contact sheets as samples. “Be persistent; submit good-quality work. Since we publish how-to books, clear informative photos that tell a story are very important.”

RICHARD C. OWEN PUBLISHERS, INC.

P.O. Box 585, Katonah NY 10536. (914)232-3903. Fax: (914)232-3977. **Contact:** Janice Boland, editor (children's books). Publishes picture/storybook fiction and nonfiction for 5- to 7-year-olds; author autobiographies for 7- to 10-year-olds; professional books for educators. Photos used for text illustrations, promotional materials, book covers. Examples of recently published titles: *Maker of Things* (text illustrations, book cover); *Springs* (text illustrations, book cover).

Needs Number of photos bought annually varies; offers 3-10 freelance assignments/year. Needs unposed people shots and nature photos that suggest storyline. “For children's books, must be child-appealing with rich, bright colors and scenes, no distortions or special effects. For professional books, similar, but often of classroom scenes, including teachers. Nothing posed; should look natural and realistic.” Reviews stock photos of children involved with books and classroom activities, ranging from kindergarten to 6th grade. Also wants photos of babies/children/teens, multicultural, families, environmental, landscapes/scenics, wildlife, architecture, cities/urban, pets, adventure, automobiles, sports, travel, science. Interested in documentary. (All must be of interest to children ages 5-9.) Model release required for children and adults. Children (under the age of 21) must have signature of legal guardian. Property release preferred. Photo captions required; include “any information we would need for acknowledgments, including if special permission was needed to use a location.”

Specs “For materials that are to be used, we need 35mm mounted transparencies or high-definition color prints. We usually use full-color photos.”

Making Contact & Terms Submit copies of samples by mail for review. Provide brochure, flier or tearsheets to be kept on file for possible future assignments; no slides or disks. Include a brief cover letter with name, address, and daytime phone number, and indicate *Photographer's Market* as a source for correspondence. Works with freelancers on assignment only. “For samples, we like to see any size color prints (or color copies).” Keeps samples on file “if appropriate to our needs.” Responds in 1 month. Simultaneous submissions OK. Pays \$10-100 for color cover; \$10-100 for color inside; \$250-800 for multiple photo projects. “Each job has its own payment rate and arrangements.” **Pays on acceptance.** Credit line sometimes given, depending on the project. “Photographers' credits appear in children's books and in professional books, but not in promotional materials for books or company.” For children's books, publisher retains ownership, possession and world rights, which apply to first and all subsequent editions of a particular title and to all promotional materials. “After a project, (children's books) photos can be used by photographer for portfolio.”

Tips Wants to see “real people in natural, real life situations. No distortion or special effects. Bright, clear images with jewel tones and rich colors. Keep in mind what would appeal to children. Be familiar with what the publishing company has already done. Listen to the needs of the company. Send tearsheets, color photocopies with a mailer. No slides, please.”

PELICAN PUBLISHING CO.

1000 Burmaster St., Gretna LA 70053. (504)368-1175. Fax: (504)368-1195. E-mail: tcalloway@pelicanpub.com. Web site: www.pelicanpub.com. **Contact:** Terry Callaway, production manager. Publishes adult trade, juvenile, textbooks, how-to, cooking, fiction, travel, science and art books; also religious inspirational and business motivational. Photos used for book covers. Books have a “high-quality, conservative and detail-oriented” look. Examples of published titles: *Brownies to Die For*; *Abraham Lincoln's Execution*; *Texas Zeke and the Longhorn*.

Needs Buys 8 photos/year; offers 3 freelance assignments/year. Needs photos of travel (international), cooking/food, business concepts, nature/inspirational. Reviews royalty-free stock photos of travel subjects, people, nature, etc. Model/property release required. Photo captions required.

Specs Uses 8×10 glossy color prints; 35mm, 4×5 transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi or higher.

Making Contact & Terms Send query letter with stock list. Provide résumé, business card, brochure, flier or

tearsheets to be kept on file for possible future assignments. Responds as needed. Pays \$100-500 for color photos; negotiable with option for books as payment. **Pays on acceptance.** Credit line given. Buys one-time and book rights; negotiable.

PHOTOGRAPHER'S MARKET

4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690, ext. 1226. Fax: (513)531-2686. E-mail: photomarket@fwpubs.com. **Contact:** Donna Poehner, editor. Photo guidelines free with SASE or via e-mail.

Needs Publishes 30-35 photos/year. Uses general subject matter. Photos must be work sold to markets listed in *Photographer's Market*. Photos are used to illustrate the various types of images being sold to photo buyers listed in the book. Look through this book for examples.

Specs Uses color and b&w (b&w preferred) prints, any size and format (5×7 or 8×10 preferred). Also uses tearsheets and transparencies, all sizes, color and b&w. Accepts images in digital format. Send via e-mail or CD as TIFF or JPEG files, 5×7 at 300 dpi; saved as grayscale, not RGB.

Making Contact & Terms "Submit photos in winter and spring to ensure sufficient time to review them before our early-summer deadline. Be sure to include SASE for return of material. All photos are judged according to subject uniqueness as well as technical quality and composition. Photos are held and reviewed at close of deadline." Simultaneous submissions OK. *Work must be previously published.* Pays \$75 plus complimentary copy of book. Pays when book goes to printer (September). Book forwarded in November upon arrival from printer. Credit line given. Buys second reprint rights.

Tips "Send photos with brief cover letter describing the background of the sale. If sending more than one photo, make sure that photos are clearly identified. Slides should be enclosed in plastic slide sleeves, and prints should be reinforced with cardboard. Cannot return material if SASE is not included. Tearsheets will be considered disposable unless SASE is provided and return is requested. Because photos are printed in black & white on newsprint stock, some photos (especially color shots) may not reproduce well. Photos should have strong contrast and not too much fine detail that might be lost when printed. Being able to communicate via e-mail (not just snail mail and phone) is a plus."

PRAKKEN PUBLICATIONS, INC.

832 Phoenix Dr., P.O. Box 8623, Ann Arbor MI 48107. (734)975-2800. Fax: (734)975-2787. Web site: <http://techdirections.com> or <http://eddigest.com>. **Contact:** Sharon K. Miller, art/design/production manager. Estab. 1934. Publishes *The Education Digest* (magazine), *Tech Directions* (magazine for technology and vocational/technical educators), text and reference books for technology and vocational/technical education. Photos used for text illustrations, promotional materials, book covers, magazine covers and posters. No photo guidelines available.

Needs Wants photos of education "in action," especially technology and vocational/technical education; prominent historical figures, technology/computers, industry. Photo captions required; include scene location, activity.

Specs Uses all media; any size. Accepts images in digital format. Send via CD, Jaz, Zip as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with samples. Send unsolicited photos by mail for consideration. Keeps samples on file. Payment negotiable. Methods of payment to be arranged. Credit line given. Rights negotiable.

Tips Wants to see "high-quality action shots in tech/voc-ed classrooms" when reviewing portfolios. Send inquiry with relevant samples to be kept on file. "We buy very few freelance photographs but would be delighted to see something relevant."

PROSTAR PUBLICATIONS INC.

3 Church Circle, Suite 109, Annapolis MD 21401. (800)481-6277. Fax: (800)487-6277. E-mail: editor@prostarpublications.com. Web site: www.prostarpublications.com. **Contact:** Diana Hunter, associate editor. Estab. 1991. Publishes trade paperback originals (how-to, nonfiction). Subjects include history, nature, travel, nautical. Photos used for book covers. Examples of recently published titles: *The Age of Cunard*; *California's Channel Islands*; *Pacific Seaweeds*. Photo guidelines free with SASE.

Needs Buys less than 100 photos/year; offers very few freelance assignments/year. Reviews stock photos of nautical (sport). Prefers to review photos as part of a manuscript package. Model/property release required. Photo captions required.

Specs Uses color and/or b&w prints.

Making Contact & Terms Send query letter with stock list. Does not keep samples on file; include SASE for return of material. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$10-50 for color or b&w photos. Pays on publication. Credit line given. Buys book rights; negotiable.

QUARTO PUBLISHING PLC.

The Old Brewery, 6 Blundell St., London N7 9BH United Kingdom. (44)(20)7700-6700. Fax: (44)(20)7700-4191. E-mail: PennyC@quarto.com. Web site: www.quartobooks.com. **Contact:** Penny Cobb, deputy art director. Estab. 1976. Publishes nonfiction books on a wide variety of topics including arts, crafts, natural history, home and garden, reference. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *The Color Mixing Bible*; *Garden Birds*; *The Practical Geologist*. Contact for photo guidelines.

Needs Buys 1,000 photos/year. Subjects vary with current projects. Needs photos of multicultural, environmental, wildlife, architecture, gardening, interiors/decorating, pets, religious, adventure, food/drink, health/fitness, hobbies, performing arts, sports, travel, product shots/still life, science, technology/computers. Interested in fashion/glamour, fine art, historical/vintage. Special photo needs include arts, crafts, alternative therapies, New Age, natural history. Model/property release required. Photo captions required; include full details of subject and name of photographer.

Specs Uses all types of prints. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, EPS, JPEG files at 72 dpi for viewing, 300 dpi for reproduction.

Making Contact & Terms Provide résumé, business card, samples, brochure, flier or tearsheets to be kept on file for future reference. Arrange a personal interview to show portfolio. Simultaneous submissions and previously published work OK. Pays \$30-60 for b&w photos; \$60-100 for color photos. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Be prepared to negotiate!"

REIMAN MEDIA GROUP, INC.

5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: tbellin@reimanpub.com. Web site: www.reimanpub.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1965. Publishes consumer-cooking, people-interest, country themes. Examples of recently published titles: *Taste of Home's Pasta Cookbook*; *Taste of Home's Big Book of Soup*; *The Best of Country*.

Needs Buys 150 photos/year. Looking for food-related images showing at-home entertaining for all seasons; family dinners, couples cooking and dining, pot lucks, table settings, food as gifts; people and backyard beauty shots. Reviews stock photos of families, senior citizens, couples (30s-60s age range), social groups, rural, rural lifestyle, scenics, birds, flowers and flower gardens. "Conservative audience means few photos published with wine, liquor or smoking elements." Model/property release required. Photo captions preferred; include season, location.

Specs Uses color transparencies, any size. Accepts images in digital format. Send via lightboxes, e-mail or CD/DVD as JPEG files at 300 dpi. "Must include printed thumbnails and caption sheets."

Making Contact & Terms Send query letter with résumé of credits and stock list. Send unsolicited photos by mail for consideration. Keeps samples on file ("tearsheets, no duplicates"); include SASE for return of material. Responds in 3 months for first review. Simultaneous submissions and previously published work OK. Pays \$300 for color cover; \$100-300 for color inside. Pays on publication. Credit line given. Buys one-time rights.

Tips "Study our publications first. Keep our target audience in mind. Send well-composed and well-framed photos that are sharp and colorful. All images received on spec."

RIGBY EDUCATION

6277 Sea Harbor Dr., Orlando FL 32887. (800)531-5015. Fax: (800)699-9459. E-mail: cecily.rosenwald@rigby.com. Web site: www.rigby.com. **Contact:** Cecily Rosenwald, image manager. Estab. 1988. Publishes paperbacks and posters for kindergarten preparation, plus grade school reading curriculum. Photos used for text illustrations, book covers and posters. Examples of recently published titles: *Getting Ready* and *Water Detective*.

Needs Will need photos of happy ethnic children ages 5-6 at home, in classroom, with teacher, with pets, in playground, garden, farm, aquarium, restaurant, circus and city environments. Also needs classroom scenes with teacher and kids ages 7, 8 and 9, especially test taking, reading and writing. Also needs teachers in conference with parents, other teachers and administrators. Model releases preferred. Always interested in wild and domestic animals and other nature photos.

Specs Publishes from transparencies, 35mm or larger. Accepts images in digital format at 300 dpi minimum.

Making Contact & Terms "Contact by e-mail OK, but do not include attachments larger than 5 MB. Web links will be looked at for stock." Responds only if interested. Send nonreturnable samples and stock lists. Simultaneous submissions and previously published work OK. Pays \$300-700 for color cover; \$130-500 for color inside. **Pays on acceptance.** Credit given in acknowledgments in front or back of book or in teacher's guide.

RUNNING PRESS BOOK PUBLISHERS

The Perseus Books Group, 125 S. 22nd St., Philadelphia PA 19103-4399. (215)567-5080. Fax: (215)567-4636. Web site: www.runningpress.com. **Contact:** Sue Oyama, photo editor. Estab. 1972. Publishes hardcover originals, trade paperback originals. Subjects include adult and children's nonfiction; cooking; photo pictorials on

every imaginable subject; kits; miniature editions. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Desperate Housecats*; *Steven Caney's Ultimate Building Book*; *Wine Enthusiast Pocket Guide to Wine*.

Needs Buys a few hundred freelance photos/year. Needs photos for gift books; photos of wine, food, lifestyle, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, rural, hobbies, performing arts, travel. Interested in fine art, folk art, historical/vintage, seasonal. Model/property release preferred. Photo captions preferred; include exact locations, names of pertinent items or buildings, names and dates for antiques or special items of interest.

Specs Uses b&w prints; medium- and large-format transparencies. Accepts images in digital format. Send via CD as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send stock list and provide business card, self-promotion piece to be kept on file for possible future assignments. Do not send original art. Responds only if interested. Simultaneous submissions and previously published work OK. Pays \$300-500 for color cover; \$100-250 for inside. Pays on publication. Credit line given. Credits listed on separate copyright or credit pages. Buys one-time rights.

Tips "Look at our catalog on the Web site."

SCHOLASTIC LIBRARY PUBLISHING

90 Sherman Turnpike, Danbury CT 06816. (800)243-7256. Fax: (203)797-3344. **Contact:** Cindy Joyce, director of photo research. Estab. 1829. Publishes 7 encyclopedias plus specialty reference sets in print and online versions. Photos used for text illustrations, Web site. Examples of published titles: *The New Book of Knowledge*; *Encyclopedia Americana*.

Needs Buys 5,000 images/year. Needs excellent-quality editorial photographs of all subjects A-Z and current events worldwide. All images must have clear captions and specific dates and locations, and natural history subjects should carry Latin identification.

Specs Uses 8 × 10 glossy b&w and/or color prints; 35mm, 4 × 5, 8 × 10 (reproduction-quality dupes preferred) transparencies. Accepts images in digital format. Send via photo CD, floppy disk, Zip as JPEG files at requested resolution.

Making Contact & Terms Send query letter, stock lists and printed examples of work. Cannot return unsolicited material and does not send guidelines. Include SASE only if you want material returned. Pricing to be discussed if/when you are contacted to submit images for specific project. Please note, encyclopedias are printed every year, but rights are requested for continuous usage until a major revision of the article in which an image is used (including online images).

Tips "Send subject lists and small selection of samples. Printed samples *only*, please. In reviewing samples, we consider the quality of the photographs, range of subjects, and editorial approach. Keep in touch, but don't overdo it—quarterly e-mails are more than enough for updates on subject matter."

SCHOOL GUIDE PUBLICATIONS

210 North Ave., New Rochelle NY 10801. (800)433-7771, ext. 27. Fax: (914)632-3412. E-mail: mridder@schoolguides.com. Web site: www.schoolguides.com. **Contact:** Myles Ridder, publisher. Estab. 1886. Publishes mass market paperback originals. Photos used for promotional materials, book covers.

Needs Needs photos of college students.

Specs Accepts images in digital format; send via CD, Zip, e-mail as TIFF or JPEG files.

Making Contact & Terms E-mail query letter. **Pays on acceptance.**

SENTIENT PUBLICATIONS, LLC

1113 Spruce St., Boulder CO 80302. (303)443-2188. Fax: (303)381-2538. E-mail: cshaw@sentientpublications.com. Web site: www.sentientpublications.com. **Contact:** Connie Shaw, editor. Estab. 2001. Publishes trade paperback originals and reprints. Subjects include education, ecology, spirituality, travel, publishing, psychology. Photos used for book covers. Examples of recently published titles: *Radical Optimism*; *The Happy Child*. Catalog free with #10 SASE.

Needs Buys 8 freelance photos/year. Needs photos of babies/children/teens, landscape/scenics, religious. Interested in avant garde.

Specs Accepts images in digital format. Send via e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with résumé, prints, photocopies, stock list. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$100 maximum for color cover. Pays on publication. Credit line given. Buys one-time rights.

Tips "Look at our Web site for the kind of cover art we need."

\$ SILVER MOON PRESS

160 Fifth Ave., Suite 622, New York NY 10010. (212)242-6499. Fax: (212)242-6799. Web site: www.silvermoonpress.com. **Contact:** David Katz, publisher. Managing Editor: Hope Killcoyne. Estab. 1991. Publishes juvenile fiction and general nonfiction. Photos used for text illustrations, book covers, dust jackets. Examples of recently published titles: *Leo Politi: Artist of the Angels* by Ann Stalcup; *The War Between the States* by David Rubel.

Needs Buys 5-10 photos/year; offers 1 freelance assignment/year. Looking for general-children, subject-specific photos and American historical fiction photos. Reviews general stock photos. Photo captions preferred.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Keeps samples on file. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$25-100 for b&w photos. Pays on publication. Credit line given. Buys all rights; negotiable.

\$ \$ \$ STRANG COMMUNICATIONS COMPANY

600 Rinehart Rd., Lake Mary FL 32746. (407)333-0600. Fax: (407)333-7100. E-mail: bill.johnson@strang.com. Web site: www.strang.com. **Contact:** Bill Johnson, marketing design director. Estab. 1975. Publishes religious magazines and books for Sunday School and general readership as well as gift books and children's books. Photos used for text illustrations, promotional materials, book covers, dust jackets. Examples of recently published titles: *Charisma Magazine*; *New Man Magazine*; *Ministries Today Magazine*; *Vida Cristiana* (all editorial, cover).

Needs Buys 75-100 photos/year; offers 75-100 freelance assignments/year. Needs photos of people, environmental portraits, situations. Reviews stock photos. Model/property release preferred for all subjects. Photo captions preferred; include who, what, when, where.

Specs Uses 8×10 prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format for Mac (Photoshop). Send via CD, e-mail.

Making Contact & Terms Arrange a personal interview to show portfolio or call and arrange to send portfolio. Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works with freelancers on assignment only. Keeps samples on file. Simultaneous submissions and previously published work OK. Pays \$5-75 for b&w photos; \$50-550 for color photos; negotiable with each photographer. Pays on publication and receipt of invoice. Credit line given. Buys one-time, first-time, book, electronic and all rights; negotiable.

\$ \$ \$ TILBURY HOUSE PUBLISHERS

2 Mechanic St., Suite 3, Gardiner ME 04345. (207)582-1899 or (800)582-1899. Fax: (207)582-8227. E-mail: tilbury@tilburyhouse.com. Web site: www.tilburyhouse.com. **Contact:** Jennifer Bunting, publisher. Subjects include children's books; Maine; ships, boats and canoes. Photos used for text illustrations, book covers. Example of recently published titles: *Sea Soup: Zooplankton* (text illustrations, book cover) by Bill Curtsinger. Catalog available for 6×9 SAE with 55¢ first-class postage.

Making Contact & Terms Pays by the project, or royalties based on book's wholesale price.

\$ \$ \$ TRICYCLE PRESS

Ten Speed Press, P.O. Box 7123, Berkeley CA 94707. (510)559-1600. Fax: (510)559-1629. Web site: www.tenspeed.com. **Contact:** The Editors. Estab. 1993. Publishes children's books, including board books, picture books, and books for middle readers. Photos used for text illustrations and book covers. Example of recently published titles: *Busy Doggies* (photography by Beverly Sparks).

Needs Needs photos of children, multicultural, wildlife, performing arts, science.

Specs Uses 35mm transparencies; also accepts images in digital format.

Making Contact & Terms Responds only if interested; send nonreturnable samples. Pays royalties of 7¾-8¾%, based on net receipts.

Tips "Tricycle Press is looking for something outside the mainstream; books that encourage children to look at the world from a different angle. Like its parent company, Ten Speed Press, Tricycle Press is known for its quirky, offbeat books. We publish high-quality trade books."

\$ \$ \$ \$ TYNDALE HOUSE PUBLISHERS

351 Executive Dr., Carol Stream IL 60188. Web site: www.tyndale.com. **Contact:** Talinda Iverson, art buyer. Estab. 1962. Publishes hardcover and trade paperback originals. Subjects include Christian content. Photos used for promotional materials, book covers, dust jackets. Examples of recently published titles: *The Rising* (book cover); *Red Rock Mysteries*—Youth Fiction Series. Photo guidelines free with #10 SASE.

Needs Buys 5-20 freelance photos/year. Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, landscapes/scenics, cities/urban, gardening, religious, rural, adventure, entertainment. Model/property release required.

Specs Accepts images in digital format.

Making Contact & Terms Send query letter with prints, tearsheets. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays by the project: \$200-1,750 for cover; \$100-500 for inside. **Pays on acceptance.** Credit line given.

Tips "We don't have portfolio viewings. Negotiations are different for every project. Have every piece submitted with legible contact information."

VICTORY PRODUCTIONS

55 Linden St., Worcester MA 01609. (508)755-0051. Fax: (508)755-0025. E-mail: susan.littlewood@victoryprd.com. Web site: www.victoryprd.com. **Contact:** Susan Littlewood. Publishes children's books. Examples of recently published titles: *OPDCA Readers* (text illustrations); *Ecos del Pasado* (text illustrations); *Enciclopedia Puertorriquena* (text illustrations).

Needs Needs a wide variety of photographs. "We do a lot of production for library reference and educational companies." Model/property release required.

Specs Accepts images in digital format. Send via CD, e-mail, floppy disk, Jaz, SyQuest, Zip as TIFF, GIF, JPEG files.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Works on assignment only. Keeps samples on file. Responds in 1-2 weeks. Payment negotiable; varies by project. Credit line usually given, depending upon project. Rights negotiable.

VINTAGE BOOKS

Random House, 1745 Broadway, 20-2, New York NY 10019. (212)572-2444. Fax: (212)572-2662. **Contact:** John Gall, art director. Publishes trade paperback reprints; fiction. Photos used for book covers. Examples of recently published titles: *Selected Stories* by Alice Munro (cover); *The Fight* by Norman Mailer (cover); *Bad Boy* by Thompson (cover).

Needs Buys 100 freelance photos/year. Model/property release required. Photo captions preferred.

Making Contact & Terms Send query letter with samples, stock list. Portfolios may be dropped off every Wednesday. Keeps samples on file. Responds only if interested; send nonreturnable samples. Pays by the project, per use negotiation. Pays on publication. Credit line given. Buys one-time and first North American serial rights.

Tips "Show what you love. Include samples with name, address and phone number."

VISITOR'S CHOICE MAGAZINE

1155 W. Pender St., Suite 500, Vancouver BC V6E 2P4 Canada. (604)608-5180. Fax: (604)608-5181. E-mail: editor@visitorschoice.com. Web site: www.visitorschoice.com. **Contact:** Shelley Ackerman, art director. Estab. 1977. Publishes full-color visitor guides for 18 communities throughout British Columbia. Photos used for text illustrations, book covers, Web sites. Photo guidelines available via e-mail upon request.

Needs Looking for photos of attractions, mountains, lakes, views, lifestyle, architecture, festivals, people, sports and recreation—specific to British Columbia region. Specifically looking for people/activity shots. Model release required; property release preferred. Photo captions required—"detailed but brief."

Specs Uses color prints; 35mm transparencies. Prefers images in digital format.

Making Contact & Terms Send query letter or e-mail with samples; include SASE for return of material. Works with Canadian photographers. Keeps digital images on file. Responds in 3 weeks. Previously published work OK. Payment varies with size of photo published. Pays in 30-60 days. Credit line given.

Tips "Please submit photos that are relevant to our needs only. Photos should be specific, clear, artistic, colorful, with good lighting."

VOYAGEUR PRESS

MBI Publishing Company, 380 Jackson St., Suite 200, St. Paul MN 5510-3885. (651)287-5000. Fax: (651)287-5001. E-mail: mlabarre@mbipublishing.com. Web site: www.mbipublishing.com or www.voyageurpress.com. **Contact:** Publishing Assistant. Estab. 1972. Publishes adult trade books, hardcover originals and reprints. Subjects include regional history, nature, popular culture, travel, wildlife, Americana, collectibles, lighthouses, quilts, tractors, barns and farms. Photos used for text illustrations, book covers, dust jackets, calendars. Examples of recently published titles: *Ghost Towns of the Pacific Northwest*; *Lighthouses of the Pacific Coast*; *The Field Guide to Chickens*; *For the Love of Knitting*; *Fly Fishing and the Meaning of Life*; *Backroads of the California Wine Country*; *Our San Diego*; *Minnesota Yesterday and Today* (text illustrations, book covers, dust jackets). Photo guidelines free with SASE.

• Voyageur Press is an imprint of MBI Publishing Company (see separate listing in this section).

Needs Buys 500 photos/year. Wants photos of wildlife, Americana, environmental, landscapes/scenics, cities/urban, gardening, rural, hobbies, humor, travel, farm equipment, agricultural. Interested in fine art, historical/

vintage, seasonal. "Artistic angle is crucial—books often emphasize high-quality photos." Model release required. Photo captions preferred; include location, species, "interesting nuggets," depending on situation.

Specs Uses 35mm and large-format transparencies. Accepts images in digital format for review only; prefers transparencies for production. Send via CD, Zip, e-mail as TIFF, BMP, GIF, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé of credits, samples, brochure, detailed stock list or tearsheets. Cannot return material. Responds only if interested; send nonreturnable samples. Simultaneous submissions OK. Pays \$300 for cover; \$75-175 for inside. Pays on publication. Credit line given, "but photographer's Web site will not be listed." Buys all rights; negotiable.

Tips "We are often looking for specific material (crocodile in the Florida Keys; farm scenics in the Midwest; wolf research in Yellowstone), so subject matter is important. However, outstanding color and angles and interesting patterns and perspectives are strongly preferred whenever possible. If you have the capability and stock to put together an entire book, your chances with us are much better. Though we use some freelance material, we publish many more single-photographer works. Include detailed captioning info on the mounts."

\$\$\$ WARNER BOOKS

1271 Avenue of the Americas, 9th Floor, New York NY 10020. (212)522-2842. Fax: (212)522-7993. **Contact:** Anne Twomey, creative director. Publishes "everything but textbooks." Photos used for book covers and dust jackets.

Needs Buys approximately 100 freelance photos/year; offers approximately 30 assignments/year. Needs photos of landscapes, people, food still life, women and couples. Reviews stock photos. Model release required. Photo captions preferred.

Specs Uses color prints/transparencies; also some b&w and hand-tinting.

Making Contact & Terms Provide brochure, flier or tearsheets to be kept on file for possible future assignments. Cannot return unsolicited material. Simultaneous submissions and previously published work OK. Pays \$800 minimum for color photos; \$1,200 minimum/job. Credit line given. Buys one-time rights.

Tips "Printed and published work (color copies are OK, too) are very helpful. Do not call; we do not remember names—we remember samples. Be persistent."

\$☎️📠 WAVELAND PRESS, INC.

4180 IL Rt. 83, Suite 101, Long Grove IL 60047-9580. (847)634-0081. Fax: (847)634-9501. E-mail: info@waveland.com. Web site: www.waveland.com. **Contact:** Jan Weissman, photo editor. Estab. 1975. Publishes college textbooks. Photos used for text illustrations, book covers. Examples of recently published titles: *Our Global Environment: A Health Perspective, 6th Edition*; *Juvenile Justice, 2nd Edition*.

Needs Number of photos purchased varies depending on type of project and subject matter. Subject matter should relate to college disciplines: criminal justice, anthropology, speech/communication, sociology, archaeology, etc. Needs photos of multicultural, disasters, environmental, cities/urban, education, religious, rural, health/fitness, agriculture, political, technology. Interested in fine art, historical/vintage. Model/property release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays \$50-200 for cover; \$25-100 for inside. Pays on publication. Credit line given. Buys one-time and book rights.

Tips "Mail stock list and price list."

\$☎️📠 WILSHIRE BOOK COMPANY

9731 Variel Ave., Chatsworth CA 91311-4315. (818)700-1522. Fax: (818)700-1527. E-mail: mpowers@mpowers.com. Web site: www.mpowers.com. **Contact:** Melvin Powers, president. Estab. 1947. Publishes trade paperback originals and reprints. Photos used for book covers. Catalog available for 1 first-class stamp.

Needs Needs photos of horses. Model release required.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via floppy disk, e-mail.

Making Contact & Terms Send query letter with slides, prints, transparencies. Portfolio may be dropped off Monday through Friday. Does not keep samples on file; include SASE for return of material. Responds in 6 weeks. Simultaneous submissions and previously published work OK. Pays \$100-150 for color cover. **Pays on acceptance.** Credit line given. Buys one-time rights.

📠💰 WOMEN'S HEALTH GROUP

Rodale, 400 S. Tenth St., Emmaus PA 18098-0099. (610)967-7839. Fax: (610)967-8961. E-mail: sarah.lee@rodale.com. Web site: www.rodale.com. **Contact:** Sarah Lee, photo editor. Publishes hardcover originals and reprints,

trade paperback originals and reprints, one-shots. Subjects include healthy, active living for women, including diet, cooking, health, beauty, fitness and lifestyle.

Needs Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, food/drink, health/fitness/beauty, sports, travel, women, Spanish women, intimacy/sexuality, alternative medicine, herbs, home remedies. Model/property release preferred.

Specs Uses color and/or b&w prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

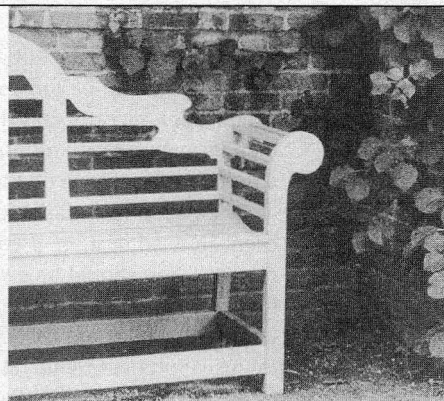
Making Contact & Terms Send query letter with résumé, prints, photocopies, tearsheets, stock list. Provide résumé, business card, self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays \$600 maximum for b&w cover; \$900 maximum for color cover; \$400 maximum for b&w inside; \$500 maximum for color inside. Pays additional 20% for electronic promotion of book cover and designs for retail of book.

Pays on acceptance. Credit line given. Buys one-time rights, electronic rights; negotiable.

Tips "Include your contact information on each item that is submitted."

Greeting Cards, Posters

& Related Products



© Vicki Reed

The greeting card industry takes in close to \$7.5 billion per year—80 percent through the giants American Greetings and Hallmark Cards. Naturally, these big companies are difficult to break into, but there is plenty of opportunity to license your images to smaller companies.

There are more than 2,000 greeting card companies in the United States, many of which produce low-priced cards that fill a niche in the market, focusing on anything from the cute to the risqué to seasonal topics. A number of listings in this section produce items like calendars, mugs and posters, as well as greeting cards.

Before approaching greeting card, poster or calendar companies, it's important to research the industry to see what's being bought and sold. Start by checking out card, gift and specialty stores that carry greeting cards and posters. Pay attention to the selections of calendars, especially the large seasonal displays during December. Studying what you see on store shelves will give you an idea of what types of photos are marketable.

Greetings etc., published by Edgell Publications, is a trade publication for marketers, publishers, designers and retailers of greeting cards. The magazine offers industry news and information on trends, new products, and trade shows. Look for the magazine at your library; call (973)895-3300, ext. 234 to subscribe, or visit their Web site: www.edgellcommunications.com/Greetings/. Also, the National Stationery Show (www.nationalstationeryshow.com) is a large trade show held every year in New York City. It is the main event of the greeting card industry.

APPROACHING THE MARKET

After your initial research, query companies you are interested in working with and send a stock photo list. (See sample stock list on page 19.) You can help narrow your search by consulting the Subject Index on page 509. Check the index for companies interested in the subjects you shoot.

Since these companies receive large volumes of submissions, they often appreciate knowing what is available rather than actually receiving samples. This kind of query can lead to future sales even if your stock inventory doesn't meet their immediate needs. Buyers know they can request additional submissions as their needs change. Some listings in this section advise sending quality samples along with your query while others specifically request only a list. As you plan your queries, follow the instructions to establish a good rapport with companies from the start.

Some larger companies have staff photographers for routine assignments but also look for freelance images. Usually, this is in the form of stock, and images are especially desirable

if they are of unusual subject matter or remote scenic areas for which assignments—even to staff shooters—would be too costly. Freelancers are usually offered assignments once they have established track records and demonstrated a flair for certain techniques, subject matter or locations. Smaller companies are more receptive to working with freelancers, though they are less likely to assign work because of smaller budgets for photography.

The pay in this market can be quite lucrative if you provide the right image at the right time for a client in need of it, or if you develop a working relationship with one or a few of the better-paying markets. You should be aware, though, that one reason for higher rates of payment in this market is that these companies may want to buy all rights to images. But with changes in the copyright law, many companies are more willing to negotiate sales that specify all rights for limited time periods or exclusive product rights rather than complete surrender of copyright. Some companies pay royalties, which means you will earn the money over a period of time based on the sales of the product.

\$ \$ ADVANCED GRAPHICS

447 E. Channel Rd., Benicia CA 94510. (707)745-5062. Fax: (707)745-5320. E-mail: licensing@advancedgraphics.com. Web site: www.advancedgraphics.com. **Contact:** Steve Hoagland, vice president of licensing and sales. Estab. 1984. Specializes in life-size standups and cardboard displays, decorations and party supplies.

Needs Buys 20 images/year; number supplied by freelancers varies. Needs photos of celebrities (movie and TV stars, entertainers), babies/children/teens, couples, multicultural, families, parents, senior citizens, wildlife. Interested in seasonal. Reviews stock photos.

Specs Uses 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD, Jaz, Zip, e-mail.

Making Contact & Terms Send query letter with stock list. Keeps samples on file. Responds in 1 month. Pays \$400 maximum/image; royalties of 7-10%. Simultaneous submissions and previously published work OK. **Pays on acceptance.** Credit line given. Buys exclusive product rights; negotiable.

Tips “We specialize in publishing life-size standups which are cardboard displays of celebrities. Any pictures we use must show the entire person, head to toe. We must also obtain a license for each image that we use from the celebrity pictured or from that celebrity’s estate. The image should be vertical and not too wide.”

ART IN MOTION

2000 Brigantine Dr., Coquitlam BC V3K 7B5 Canada. (604)525-3900 or (800)663-1308. Fax: (604)525-6166 or (877)525-6166. E-mail: artistrelations@artinmotion.com. Web site: www.artinmotion.com. **Contact:** Artist Relations. Specializes in open edition reproductions, framing prints, wall decor and licensing.

Needs “We are publishers of fine art reproductions, specializing in the decorative and gallery market. In photography, we often look for alternative techniques such as hand coloring, polaroid transfer, or any process that gives the photograph a unique look.”

Specs Accepts unzipped digital images sent via e-mail as JPEG files at 72 dpi.

Making Contact & Terms Submit portfolio for review. Pays royalties of 10%. Royalties paid monthly. “Art In Motion covers all associated costs to reproduce and promote your artwork.”

Tips “Contact us via e-mail, or direct us to your Web site; also send slides or color copies of your work (all submissions will be returned).”

ARTVISIONS™: Fine Art Licensing

12117 SE 26th St., Bellevue WA 98005-4118. E-mail: “see Web site.” Web site: www.artvisions.com. Estab. 1993. Licenses “fashionable, decorative fine art photography and high-quality art to the commercial print, décor and puzzle/game markets.”

Needs Handles fine art and photography licensing only. Not currently seeking new talent.

Making Contact & Terms “See Web site. Not currently seeking new talent. However, we are always willing to view the work of top-notch established artists and photographers. If you fit this category, please contact ArtVisions via e-mail and include a link to a Web site where your art can be seen. Or, you may include a few small samples attached to your e-mail as JPEG files.” Royalties are split 50/50. Exclusive worldwide representation for licensing is required. Written contract provided.

Tips “To gain an idea of the type of art we license, please view our Web site. Animals, children, people and pretty places should be generic, rather than readily identifiable (this also prevents potential copyright issues and problems caused by not having personal releases for use of a ‘likeness’). We prefer that your original work be 4×5, or no smaller than 2¼ square format; high-resolution TIFF files from a ‘pro-quality’ digital camera are acceptable—resolution is NOT to be interpolated nor files compressed in any way.”

\$\$\$ AVANTI PRESS INC.

6 W. 18 St., 6th Floor, New York NY 10011. (212)414-1025. E-mail: artsubmissions@avantipress.com. Web site: www.avantipress.com. **Contact:** Art Submissions. Estab. 1980. Specializes in photographic greeting cards. Photo guidelines free with SASE or on Web site.

Needs Buys approximately 200 images/year; all are supplied by freelancers. Interested in humorous, narrative, colorful, simple, to-the-point photos of babies, children (4 years old and younger), mature adults, animals (in humorous situations) and exceptional florals. Has specific deadlines for seasonal material. Does NOT want travel, sunsets, landscapes, nudes, high-tech. Reviews stock photos. Model/property release required.

Specs Will work with all mediums and formats. Accepts images in digital format. Send via CD as TIFF, JPEG files.

Making Contact & Terms Request guidelines for submission with SASE or visit Web site. DO NOT submit original material. Pays on license. Credit line given. Buys 5-year worldwide, exclusive card rights.

\$\$\$ BLUE SKY PUBLISHING

Spectrum Press, P.O. Box 19974, Boulder CO 80308-2974. (303)530-4654. Fax: (303)530-4627. E-mail: BSPinfo@blueskypublishing.net. Web site: www.blueskypublishing.net. Estab. 1989. Specializes in fine art and photographic greeting cards.

Needs Buys 12-24 images/year; all are supplied by freelancers. Interested in Rocky Mountain winter landscapes, dramatic winter scenes featuring wildlife in mountain settings, winter scenes from the Southwest, unique and creative Christmas still life images, and scenes that express the warmth and romance of the holidays. Submit seasonal material December-April. Reviews stock photos. Model/property release preferred.

Specs Uses 35mm, 4 × 5 (preferred) transparencies. Accepts images in digital format.

Making Contact & Terms Submit 24-48 of your best images for review. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. "We try to respond within 1 month, but it could take 2 months." Simultaneous submissions and previously published work OK. Pays \$150 advance against royalties of 3%. **Pays on acceptance.** Buys exclusive product rights for 5 years; negotiable.

Tips "Due to the volume of calls we receive from photographers, we ask that you refrain from calling regarding the status of your submission. We will contact you within 2 months to request more samples of your work if we are interested. We do not return unsolicited samples."

\$\$\$ BON ART/ARTIQUE/ART RESOURCES INT., LTD.

281 Fields Lane, Brewster NY 10509. (845)277-8888. Fax: (845)277-8602. E-mail: robin@fineartpublishers.com. Web site: www.fineartpublishers.com. **Contact:** Robin Bonnist, vice president. Estab. 1980. Specializes in posters and open edition fine art prints.

Needs Buys 50 images/year. Needs photos of landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, rural, adventure, health/fitness, extreme sports. Interested in fine art, cutting edge b&w, sepia photography. Model release required. Photo captions preferred.

Specs Uses 35mm, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Works on assignment only. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays advance against royalties—specific dollar amount is subjective to project. Pays on publication. Credit line given if required. Buys all rights; exclusive reproduction rights.

Tips "Send us new and exciting material; subject matter with universal appeal. Submit color copies, slides, transparencies, actual photos of your work; if we feel the subject matter is relevant to the projects we are currently working on, we'll contact you."

\$\$\$ THE BOREALIS PRESS

P.O. Box 230, Surry ME 04684. (207)667-3700 or (800)669-6845. Fax: (207)667-9649. E-mail: info@borealispress.net. Web site: www.borealispress.net. **Contact:** David Williams or Mark Baldwin. Estab. 1989. Specializes in greeting cards, magnets and "other products for thoughtful people." Photo guidelines available for SASE.

Needs Buys more than 100 images/year; 90% are supplied by freelancers. Needs photos of humor, babies/children/teens, couples, families, parents, senior citizens, adventure, events, hobbies. Interested in documentary, historical/vintage, seasonal. Photos must tell a story. Model/property release preferred.

Specs Uses 5 × 7 to 8 × 10 prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, Zip as EPS files at 400 dpi.

Making Contact & Terms Send query letter with slides, prints, photocopies, SASE. "Photographer's name must be on every image submitted." Responds in 2 weeks to queries; 3 weeks to portfolios. Previously published work OK. Pays by the project, royalties. **Pays on acceptance,** receipt of contract. Credit line given.

Tips "Photos should have some sort of story, in the loosest sense. They can be in any form. We do *not* want multiple submissions to other card companies. Include SASE, and put your name on every image you submit."

\$ BRISTOL GIFT CO., INC.

P.O. Box 425, Washingtonville NY 10992. (845)496-2821. Fax: (845)496-2859. E-mail: bristol6@frontiernet.net. Web site: <http://bristolgift.net>. **Contact:** Matthew Ropiecki, president. Estab. 1988. Specializes in gifts.

Needs Interested in religious, nature, still life. Submit seasonal material 6 months in advance. Reviews stock photos. Model/property release preferred.

Specs Uses 4 × 5, 8 × 10 color prints; 4 × 5 transparencies. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, JPEG files.

Making Contact & Terms Send query letter with samples. Keeps samples on file. Responds in 1 month. Previously published work OK. Pays \$50-200/image. Buys exclusive product rights.

\$ CENTRIC CORPORATION

6712 Melrose Ave., Los Angeles CA 90038. (323)936-2100. Fax: (323)936-2101. E-mail: centric@juno.com. Web site: www.centriccorp.com. **Contact:** Sammy Okdot, president. Estab. 1986. Specializes in gift products: gifts, t-shirts, clocks, watches, pens, pillows, mugs, frames.

Needs Needs photos of celebrities, environmental, wildlife, humor. Interested in humor, nature and thought-provoking images. Submit seasonal material 5 months in advance. Reviews stock photos.

Specs Uses 8 × 12 color and/or b&w prints; 35mm transparencies. Accepts images in digital format. Send via CD as JPEG files.

Making Contact & Terms Submit portfolio for review or query with résumé of credits. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Responds in 2 weeks. Works mainly with local freelancers. Pays by the job; negotiable. **Pays on acceptance.** Rights negotiable.

\$ THE CHATSWORTH COLLECTION

51 Bartlett Ave., Pittsfield MA 01201. (413)443-0973. Fax: (413)445-5014. E-mail: mark@chatsworthcollection.com. Web site: www.chatsworthcollection.com. **Contact:** Mark Brown, art director. Estab. 1950. Specializes in greeting cards, stationery.

Needs Buys 80 images/year; 2-3 are supplied by freelancers. Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens. Other specific photo needs: "We use photos only for our sample holiday photocards. We need good 'family' pictures. We will reprint ourselves. Will pay small fee for one-time use." Submit seasonal material 8 months in advance. Model/property release required.

Specs Uses 4 × 6 prints.

Making Contact & Terms Send query letter with slides, prints, photocopies, tearsheets. Does not keep samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Simultaneous submissions and previously published work OK. Pays on publication. Credit line given. Buys one-time rights.

\$ COMSTOCK CARDS

600 S. Rock Blvd., Suite 15, Reno NV 89502. (775)856-9400. Fax: (775)856-9406. E-mail: info@comstockcards.com. Web site: www.comstockcards.com. **Contact:** Andy Howard, production assistant. Estab. 1986. Specializes in greeting cards, invitations, notepads, games, gift wrap. Photo guidelines free with SASE.

Needs Buys/assigns 30-40 images/year; all are supplied by freelancers. Wants wild, outrageous and shocking adult humor; seductive images of men or women. Definitely does not want to see traditional, sweet, cute, animals or scenics. "If it's appropriate to show your mother, we don't want it!" Frontal nudity in both men and women is OK and now being accepted as long as it is professionally done—no snapshot from home. Submit seasonal material 10 months in advance. Model/property release required. Photo captions preferred.

Specs Uses 5 × 7 color prints; 35mm, 2¼ × 2¼ color transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with samples, tearsheets, SASE. Responds in 2 months. Pays \$50-150 for color photos. Pays on publication. Buys all rights; negotiable.

Tips "Submit with SASE if you want material returned."

\$ \$ CONCORD LITHO

92 Old Turnpike Rd., Concord NH 03301. (603)225-3328 or (800)258-3662. Fax: (603)225-5503. E-mail: info@concordlitho.com. Web site: www.concordlitho.com. **Contact:** Art Librarian. Estab. 1958. Specializes in book-marks, greeting cards, calendars, postcards, stationery and gift wrap. Photo guidelines free with SASE.

Needs Buys 150 images/year; 50% are supplied by freelancers. Rarely offers assignments. Needs photos of nature, seasonal, domestic animals, dogs and cats, religious, inspirational, florals and scenics. Also considers babies/children, multicultural, families, gardening, rural, business concepts, fine art. Submit seasonal material

minimum 6-8 months in advance. Does not want nudes, comedy or humorous—nothing wild or contemporary. Model/property release required for historical/nostalgia, homes and gardens, dogs and cats. Photo captions preferred; include accurate information pertaining to image (location, dates, species, etc.).

Specs Uses 8×10 satin color prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, EPS, PICT, GIF, JPEG files at 300 dpi.

Making Contact & Terms Submit samples/dupes for review along with stock list. Keeps samples/dupes on file. Response time may be as long as 6 months. Simultaneous submissions and previously published work OK. Pays by the project, \$50-800. Pays on usage. Credit line sometimes given depending upon client and/or product. Buys one-time rights.

Tips "Send nonreturnable samples/color copies demonstrating skill and creativity, along with a complete-as-possible stock list. No phone calls, please."

DELJOU ART GROUP

1616 Huber St., Atlanta GA 30318. (404)350-7190. Fax: (404)350-7195. E-mail: submit@deljouartgroup.com. Web site: www.deljou.com. **Contact:** Daniel Deljou, president. Estab. 1980. Specializes in wall decor, fine art.

Needs All images supplied by freelancers. Specializes in artistic images for reproduction for high-end art market. Work sold through art galleries as photos or prints. Needs nature photos. Reviews stock photos of graphics, b&w photos.

Specs Uses color and/or b&w prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies.

Making Contact & Terms Submit portfolio for review; include SASE for return of material. Also send portfolio via e-mail. Responds in 1 month. Simultaneous submissions and previously published work OK. Pays royalties on sales. Credit line sometimes given depending upon the product. Rights negotiable.

Tips "Abstract-looking photographs OK. Hand-colored black & white photographs needed."

DESIGN DESIGN, INC.

P.O. Box 2266, Grand Rapids MI 49501. (616)774-2448. Fax: (616)774-4020. **Contact:** Tom Vituj, creative director. Estab. 1986. Specializes in greeting cards and paper-related product development.

Needs Licenses stock images from freelancers and assigns work. Specializes in humorous topics. Submit seasonal material 1 year in advance. Model/property release required.

Specs Uses 35mm transparencies. Accepts images in digital format. Send via Zip.

Making Contact & Terms Submit portfolio for review. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Do not send original work. Pays royalties. Pays upon sales. Credit line given.

GALAXY OF GRAPHICS, LTD.

20 Murray Hill Pkwy., Suite 160, East Rutherford NJ 07073-2180. (201)806-2100 or (888)464-7500. Fax: (201)806-2050. E-mail: buchweitz@sbcglobal.net or christine.gaccione@kapgog.com. Web site: www.galaxyofgraphics.com. **Contact:** Colleen Buchweitz, art director. Art and Licensing Coordinator: Christine Gaccione. Estab. 1982. Specializes in posters, wall decor, fine prints, posters for framing.

Needs Flowers, scenics, animals, still life, Oriental motif, musical instruments, Americana, hand colored and unique imagery. Model release required.

Specs Uses any size color prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies; digital files.

Making Contact & Terms Send unsolicited photos by mail or JPEGs via e-mail for consideration. Responds in 3 weeks. Simultaneous submissions OK. Pays royalties of 5-10% on sales. Offers advances. Pays on publication. Buys exclusive product rights.

Tips "Our needs constantly change, so we need diversity of imagery. We are especially interested in images with decorative and international appeal."

GALLANT GREETINGS CORP.

4300 United Parkway, Schiller Park IL 60176. (847)671-6500. Fax: (847)233-2499. E-mail: joanlackouitz@gallantgreetings.com. Web site: www.gallantgreetings.com. **Contact:** Joan Lackouitz, vice president/product development. Estab. 1966. Specializes in greeting cards.

Needs Buys vertical images; all are supplied by freelancers. Needs photos of landscapes/scenics, wildlife, gardening, pets, religious, automobiles, humor, sports, travel, product shots/still life. Interested in alternative process, avant garde, fine art. Submit seasonal material 1 year in advance. Model release required. Photo captions preferred.

Specs Accepts images in digital format. Send via CD, e-mail as TIFF files at 300 dpi.

Making Contact & Terms Send query letter with photocopies. Provide self-promotion piece to be kept on file for possible future assignments. Responds in 3 weeks. Send nonreturnable samples. Pays by the project, approximately \$300/image. Pays 30 days from receipt of invoice. Buys U.S. greeting card and allied product rights; negotiable.

GRAPHIC ARTS CENTER PUBLISHING COMPANY

P.O. Box 10306, Portland OR 97296-0306. (503)226-2402, ext. 306. Fax: (503)223-1410. Web site: www.gacpc.com. **Contact:** Jean Bond-Slaughter, editorial assistant. "We are an independent book packager/producer."

Needs Photos of environment, regional, landscapes/scenics. "We only publish regionally focused books and calendars." Photo captions required.

Specs Contact the editorial assistant at the phone number above to receive permission to send in a submission. Upon acceptance, send bio, samples, 20-40 transparencies that are numbered, labeled with descriptions and verified in a delivery memo, return postage or a filled-out FedEx form. Responds in up to 4 months. Uses transparencies of any format, 35mm, 2¼×2¼, 4×5, but must be tack sharp and possess high reproductive quality; or submit equivalent digital files. "Our books/calendars usually represent one photographer. We use only full-time, professional photographers and/or well-established photographic businesses. New calendar/book proposals must have large market appeal and/or have corporate sale possibilities as well as fit our company's present focus."

IMAGE CONNECTION AMERICA, INC.

456 Penn St., Yeadon PA 19050. (610)626-7770. Fax: (610)626-2778. E-mail: sales@imageconnection.biz. **Contact:** Michael Markowicz, president. Estab. 1988. Specializes in postcards, posters, bookmarks, calendars, gift wrap, greeting cards.

Needs Wants contemporary photos of babies/children/teens, celebrities, families, pets, entertainment, humor. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage. Model release required. Photo captions preferred.

Specs Uses 8×10 b&w prints; 35mm transparencies. Accepts images in digital format. Send via floppy disk, Zip as TIFF, EPS, PICT files.

Making Contact & Terms Send query letter with samples and SASE. Payment negotiable. Pays quarterly or monthly on sales. Credit line given. Buys exclusive product rights; negotiable.



© Howard Ande

"When photographing particular cities for the calendar market, it is important to photograph the iconic locations or attractions of that city," says Howard Ande. Graphic Arts Center Publishing Company used this image of Buckingham Fountain for its Chicago calendar.

IMPACT PHOTOGRAPHICS

4961 Windplay Dr., El Dorado Hills CA 95762. (916)939-9333. Fax: (916)939-9334. Web site: www.impactphoto.com. Estab. 1975. Specializes in calendars, postcards, magnets, bookmarks, mugs, CD-ROMs, posters, books for the tourist industry. Photo guidelines and fee schedule free with SASE.

- This company sells to specific tourist destinations; their products are not sold nationally. They need material that will be sold for at least a 5-year period.

Needs Buys stock. Buys 3,000 photos/year. Needs photos of wildlife, scenics, US travel destinations, national parks, theme parks and animals. Submit seasonal material 4-5 months in advance. Model/property release required. Photo captions preferred.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG files at 350 dpi.

Making Contact & Terms "Must have submissions request before submitting samples. No unsolicited submissions." Send query letter with stock list. Provide business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. Responds in 1 month. Simultaneous submissions and previously published work OK. Request fee schedule; rates vary by size. Pays on usage. Credit line and printed samples of work given. Buys one-time and nonexclusive product rights.

BRUCE MCGAW GRAPHICS, INC.

389 W. Nyack Rd., West Nyack NY 10994. (845)353-8600. Fax: (845)353-8907 or (800)446-8230. E-mail: acquisitions@bmcgaw.com. Web site: www.bmcgaw.com. **Contact:** Katy Murphy, product development manager. Estab. 1979. Specializes in posters, framing prints, wall decor.

Needs Licenses 250-300 images/year in a variety of media; 10-15% in photography. Interested in b&w: still life, floral, figurative, landscape; color: landscape, still life, floral. Also considers celebrities, environmental, wildlife, architecture, rural, fine art, historical/vintage. Does not want images that are too esoteric or too commercial. Model/property release required for figures, personalities, images including logos or copyrighted symbols. Photo captions required; include artist's name, title of image, year taken. Not interested in stock photos.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format at 300 dpi.

Making Contact & Terms Submit portfolio for review. "Review is typically 2 weeks on portfolio drop-offs. Be certain to leave phone number for pick up." Provide résumé, business card, self-promotion piece or tearsheets to be kept on file for possible future assignments. "Do not send originals!" Responds in 1 month. Simultaneous submissions and previously published work OK. Pays royalties on sales. Pays quarterly following first sale and production expenses. Credit line given. Buys exclusive product rights for all wall decor.

Tips "Work must be accessible without being too commercial. Our posters/prints are sold to a mass audience worldwide who are buying art prints. Images that relate a story typically do well for us. The photographer should have some sort of unique style or look that separates him from the commercial market. It is important to take a look at our catalog or Web site before submitting work to get a sense of our aesthetic. You can view the catalog in any poster shop. We do not typically license traditional stock-type images—we are a decorative house appealing to a higher-end market. Send your best work (20-60 examples)."

MODERNART EDITIONS

The Art Publishing Group, 165 Chubb Ave., Lyndhurst NJ 07071. (201)842-8500 or (800)760-3058. Fax: (201)842-8546. E-mail: modernarteditions@theartpublishinggroup.com. Web site: www.modernarteditions.com. **Contact:** Artist Submissions. Specializes in posters, wall decor, open edition fine art prints.

Needs Interested in b&w or sepia tone, seasonal, landscapes, seascapes, European scenes, floral still lifes, abstracts, cities, gardening, sports, fine art. Model/property release required.

Specs Uses 8 x 10 color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies; 35mm slides. Accepts images in digital format. Send JPEG files for review via e-mail to submitart@theartpublishinggroup.com.

Making Contact & Terms Submit portfolio for review. Keeps samples on file. Include SASE for return of material. Simultaneous submissions OK. Responds within 2 months. Pays advance of \$100-300 plus royalties of 10%. Pays on usage. Credit line given. Buys one-time, all, and exclusive product rights.

NEW YORK GRAPHIC SOCIETY PUBLISHING GROUP

129 Glover Ave., Norwalk CT 06850-1311. (800)677-6947. Fax: (203)846-2105. E-mail: patty@nygs.com. Web site: www.nygs.com. **Contact:** Patty Sechi, art director. Estab. 1925. Specializes in fine art reproductions, prints, posters.

Needs Buys 150 images/year; 125 are supplied by freelancers. "Looking for variety of images."

Specs Uses 4 x 5 transparencies. Accepts images in digital format. Send via Zip, e-mail.

Making Contact & Terms Send query letter with samples to Attn: Artist Submissions. Does not keep samples

on file; include SASE for return of material. Responds in 1 month. Payment negotiable. Pays on usage. Credit line given. Buys exclusive product rights.

Tips "Submissions sent with cover letter, SASE, samples of work (prints, brochures, transparencies) are best. Images must be color correct."

NORS GRAPHICS

P.O. Box 143, Woolwich ME 04579. (207)442-7237. Fax: (207)442-8904. E-mail: norsman@care2.com. Web site: www.norsboat.com. **Contact:** Alexander Bridge, publisher. Estab. 1982. Specializes in limited edition prints, posters and stationery products.

Needs Buys 6 images/year; 50% are supplied by freelancers. Offers 2 assignments/year. Needs photos of sports. Interested in rowing/crew and sailing. Submit seasonal material 6-12 months in advance. Does not want only rowing photos. Reviews stock photos of sports. Model release required. Photo captions preferred.

Specs Uses transparencies and digital files. Send via CD, Zip.

Making Contact & Terms Send query letter with samples. Keeps samples on file. Responds in 3 weeks. Pays by the project, \$100-750/image plus royalties of 5-20%. Pays on usage. Credit line given. Buys all rights.

NOVA MEDIA INC.

1724 N. State St., Big Rapids MI 49307-9073. (231)796-4637. E-mail: trund@netonecom.net. Web site: www.novamediainc.com. **Contact:** Thomas J. Rundquist, president. Estab. 1981. Specializes in CD-ROMs, CDs/tapes, games, limited edition plates, posters, school supplies, T-shirts. Photo guidelines free with SASE.

Needs Buys 100 images/year; most are supplied by freelancers. Offers 20 assignments/year. Seeking art fantasy photos. Needs photos of babies/children/teens, celebrities, multicultural, families, landscapes/scenics, education, religious, rural, entertainment, health/fitness/beauty, military, political, technology/computers. Interested in documentary, erotic, fashion/glamour, fine art, historical/vintage. Submit seasonal material 2 months in advance. Reviews stock photos. Model release required. Photo captions preferred.

Specs Uses color and/or b&w prints. Accepts images in digital format. Send via CD, floppy disk as JPEG files.

Making Contact & Terms Send query letter with samples and SASE. Responds in 1 month. Simultaneous submissions and previously published work OK. Payment negotiable. Pays extra for electronic usage of photos. Pays on usage. Credit line given. Buys electronic rights; negotiable.

Tips "The most effective way to contact us is by e-mail or regular mail."

PALM PRESS, INC.

1442A Walnut St., Berkeley CA 94709. (510)486-0502. Fax: (510)486-1158. E-mail: theresa@palmpressinc.com. Web site: www.palmpressinc.com. **Contact:** Theresa McCormick, assistant art director. Estab. 1980. Specializes in greeting cards. Photo guidelines available on Web site.

Needs Buys only photographic images from freelancers. Buys 200 images/year. Wants photos of humor, nostalgia; unusual, interesting, original b&w or color images for all occasions including Christmas and Valentine's Day. Submit seasonal material 1 year in advance. Model/property release required.

Specs Uses prints, slides, transparencies. Accepts images in digital format. Send via e-mail as small JPEG, TIFF files.

Making Contact & Terms "SASE must be included for work to be returned." Responds in 3-4 weeks. Pays royalties on sales. Credit line given.

PAPER PRODUCTS DESIGN

60 Galli Dr., Novato CA 94949. (415)883-1888. Fax: (415)883-1999. E-mail: carol@paperproductsdesign.com. Web site: www.paperproductsdesign.com. **Contact:** Carol Florsheim. Estab. 1992. Specializes in napkins, plates, candles, porcelain.

Needs Buys 500 images/year; all are supplied by freelancers. Needs photos of babies/children/teens, architecture, gardening, pets, food/drink, humor, travel. Interested in avant garde, fashion/glamour, fine art, historical/vintage, seasonal. Submit seasonal material 6 months in advance. Model release required. Photo captions preferred.

Specs Uses glossy color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via Zip, e-mail at 350 dpi.

Making Contact & Terms Send query letter with photocopies, tearsheets. Responds in 1 month to queries, only if interested. Simultaneous submissions and previously published work OK.

PORTAL PUBLICATIONS, LTD.

201 Alameda del Prado, Novato CA 94949. (415)884-6200 or (800)227-1720. Fax: (415)382-3377. Web site: www.portalpub.com. **Contact:** Andrea Smith, senior art director. Estab. 1954. Specializes in greeting cards, calendars, posters, wall decor, framed prints. Photo guidelines free with SASE.

Needs Offers up to 400 or more assignments/year. Contemporary photography (florals, landscapes, b&w and hand-tinted b&w); nostalgia, nature and wildlife, endangered species, humorous, animal photography, scenic, inspirational, tinted b&w children's photography, still life, garden themes and dance; sports, travel, food and youth-oriented popular icons such as celebrities, movie posters and cars. "Nothing too risqué." Reviews stock photos. Model release required. Photo captions preferred.

Making Contact & Terms "No submission will be considered without a signed guidelines form, available on our Web site at www.portalpub.com/contact/ArtistSubmissionForm.pdf."

Tips "Ours is an increasingly competitive business, so we look for the highest quality and most unique imagery that will appeal to our diverse market of customers."

PORTFOLIO GRAPHICS, INC.

P.O. Box 17437, Salt Lake City UT 84117. (801)424-2574. E-mail: info@portfoliographics.com. Web site: www.nygs.com. **Contact:** Kent Barton, creative director. Estab. 1986. Publishes and distributes open edition fine art prints and posters.

Needs Buys 100 images/year; nearly all are supplied by freelancers. Seeking creative, fashionable, and decorative art for commercial and designer markets. Clients include galleries, designers, poster distributors (worldwide) and framers. For posters, "keep in mind that we need decorative art that can be framed and hung in home or office." Submit seasonal material on an ongoing basis. Reviews stock photos. Photo captions preferred.

Specs Uses prints, transparencies, digital files.

Making Contact & Terms Send photos, transparencies, tearsheets or gallery booklets with SASE. Does not keep samples on file; must include SASE for return of material. Art director will contact photographer for portfolio review if interested. Responds in 3 months. Pays royalties of 10% on sales. Semi-annual royalties paid per pieces sold. Credit line given. Buys exclusive product rights license per piece.

Tips "We find artists through galleries, magazines, art exhibits and submissions. We are looking for a variety of artists, styles and subjects that are fresh and unique."

POSTERS INTERNATIONAL

1200 Castlefield Ave., Toronto ON M6B 1G2 Canada. (416)789-7156. Fax: (416)789-7159. E-mail: info@postersinternational.net. Web site: www.postersinternational.net. **Contact:** Stephen McNeil, creative director. Estab. 1976. Specializes in posters/prints. Photo guidelines available.

Needs Buys 200 images/year. Needs photos of landscapes/scenics, architecture, cities/urban, rural, hobbies, sports, travel. Interested in alternative process, avant garde, fine art, historical/vintage. Interesting effects, Polaroids, painterly or hand-tinted submissions welcome. Submit seasonal material 2 months in advance. Model/property release preferred. Photo captions preferred; include date, title, artist, location.

Specs Uses 8 x 10 prints; 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 600 dpi.

Making Contact & Terms Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies, stock list. Provide business card, self-promotion piece to be kept on file for possible future assignments. Responds in 2 weeks to queries; 5 weeks to portfolios. Simultaneous submissions OK. Pays advance of \$200 minimum/image plus royalties of 10% minimum. **Pays on acceptance** or on publication. Buys worldwide rights for approximately 4-5 years to publish in poster form. Slides will be returned.

Tips "Keep all materials in contained unit. Provide easy access to contact information. Provide any information on previously published images. Submit a number of pieces. Develop a theme (we publish in series of 2, 4, 6, etc.). Black & white performs very well. Vintage is also a key genre; sepia great, too. Catalog is published with supplement 2 times/year. We show our images in our ads, supporting materials and Web site."

RECYCLED PAPER GREETINGS, INC.

Art Dept., 3636 N. Broadway, Chicago IL 60613-4488. (800)777-9494. Web site: www.recycled.com. **Contact:** Art Director. Estab. 1971. Specializes in greeting cards. Photo guidelines available on Web site.

Needs Buys 200-400 images/year; all supplied by freelancers. Wants "primarily humorous photos for greeting cards. Unlikely subjects and offbeat themes have the best chance, but we'll consider all types. Text ideas required with all photo submissions." Needs photos of babies/children/teens, landscapes/scenics, wildlife, pets, humor. Interested in alternative process, fine art, historical/vintage, seasonal. Model release required.

Specs Uses b&w and/or color prints; b&w and/or color contact sheets. "Please do not submit slides, disks, tearsheets or original photos."

Making Contact & Terms Send for artists' guidelines or visit Web site. Include SASE with submissions for return of material. Responds in up to 2 months. Simultaneous submissions OK. Pays \$250/photo, some royalty contracts. **Pays on acceptance.** Credit line given. Buys card rights.

Tips Prefers to see "up to 10 samples of photographer's best work. Cards are printed in 5 x 7 format. Please include messages."

\$ \$ REIMAN MEDIA GROUP, INC.

5400 S. 60th St., Greendale WI 53129. Fax: (414)423-8463. E-mail: tbellin@reimanpub.com. Web site: www.reimanpub.com. **Contact:** Trudi Bellin, photo coordinator. Estab. 1965. Specializes in calendars; also publishes books, cards and posters. Photo guidelines free with SASE.

• Also publishes magazines, several of which are listed in the Consumer Publications section of this book.

Needs Buys more than 350 images/year; all are supplied by freelancers. Interested in humorous cow and pig photos as well as scenic North American country images including barns, churches, cabins, waterfalls and lighthouses. Needs photos of landscapes/scenics, gardening, rural, travel, agriculture. Also needs backyard and flower gardens; wild birds, songbirds (especially cardinals), hummingbirds; North American scenics by season; kittens and puppies. Interested in seasonal. Unsolicited calendar work must arrive September 1-15. No smoking, drinking, nudity. Reviews stock photos. Model/property release required. Photo captions required; include season, location; birds and flowers must include common and/or scientific names.

Specs Uses color transparencies, all sizes. Accepts images in digital format. Prefers you set up lightboxes for review, but accepts files via CD or DVD with printed thumbnails and caption sheets. "Comp high-res files must be available." Published at 300 dpi.

Making Contact & Terms Send query letter with résumé of credits, stock list. Tearsheets are kept on file but not dupes. Responds in 3 months for first review. Simultaneous submissions and previously published work OK. Pays \$25-400/image. Pays on publication. Credit line given. Buys one-time rights.

Tips "Most contributors have been published in our magazines first. Horizontal format is preferred for calendars. The subject of the calendar theme must be central to the photo composition. All projects look for technical quality. Focus has to be sharp (no soft focus), and colors must be vivid so they 'pop off the page.' "

\$ \$ RIGHTS INTERNATIONAL GROUP

453 First St., Hoboken NJ 07030. (201)239-8118. Fax: (201)222-0694. E-mail: rhazaga@rightsinternational.com. Web site: www.rightsinternational.com. **Contact:** Robert Hazaga, president. Estab. 1996. Licensing agency specializing in the representation of photographers and artists to manufacturers for licensing purposes. Manufacturers include greeting card, calendar, poster and home furnishing companies.

Needs Needs photos of architecture, entertainment, humor, travel, floral, coastal. "Globally influenced—not specific to one culture. Moody feel." See Web site for up-to-date needs. Reviews stock photos. Model/property release required.

Specs Uses prints, slides, transparencies. Accepts images in digital format. Send via CD, e-mail as JPEG files.

Making Contact & Terms Submit portfolio for review. Keeps samples on file. Responds in 2 weeks. Simultaneous submissions and previously published work OK. Payment negotiable. Pays on license deal. Credit line given. Buys exclusive product rights.

\$ SANGHAVI ENTERPRISES PVT. LTD.

D-24, M.I.D.C., Satpur, Nashik 422 007 India. (91)(253)235-0181. Fax: (91)(253)235-1381. E-mail: seplnsk@sancharnet.in. **Contact:** H.L. Sanghavi, managing director. Estab. 1974. Specializes in greeting cards, calendars, school supplies, stationery.

Needs Buys approximately 30 images/year. Needs photos of babies/children/teens, couples, landscapes/scenics, wildlife, gardening, pets. Interested in erotic. No graphic illustrations. Submit seasonal material any time throughout the year. Reviews stock photos.

Specs Uses any size color prints. Accepts images in digital format.

Making Contact & Terms Send query letter with samples. "Prefer nonreturnable copies; no originals, please. Send us duplicate photos, not more than 10 for selection." Responds in 1 month. Previously published work OK. Pays \$30 maximum for color photos. Credit line given. Pays on publication.

SANTORO GRAPHICS LTD.

Rotunda Point, 11 Hartfield Crescent, Wimbledon, London SW19 3RL United Kingdom. (44)(208)781-1100. Fax: (44)(208)781-1101. E-mail: elevy@santorographics.com. Website: www.santorographics.com and www.santoro.co.uk. **Contact:** Ellie Levy, artwork coordinator. Specializes in greeting cards, stationery, gift wrap, party supplies, school supplies.

Needs Wants "humorous, cute, retro, nostalgic and unusual pictures of animals, people and situations." Also interested in fine art imagery. "Do not submit seasonal material; we do not print it."

Specs Accepts images in digital format sent via CD or e-mail; glossy prints; 35mm transparencies.

Making Contact & Terms Send query letter/e-mail with CV, slides/prints/photocopies/digital files. Include SASE for return of material. **Pays on receipt of invoice.** Credit line not given. Rights and fees determined by negotiation.

\$ \$ ☐ SPENCER GIFTS, LLC

6826 Black Horse Pike, Egg Harbor Twp. NJ 08234-4197. (609)645-5526. Fax: (609)645-5797. E-mail: james.stevenson@spencergifts.com. Web site: www.spencersonline.com. **Contact:** James Stevenson, senior graphic artist. Estab. 1965. Specializes in packaging design, full-color art, novelty gifts, brochure design, poster design, logo design, promotional P.O.P.

Needs Needs photos of babies/children/teens, couples, party scenes (must have releases), jewelry (gold, sterling silver, body jewelry—earrings, chains, etc.). Interested in fashion/glamour. Model/property release required. Photo captions preferred.

Specs Uses transparencies. Accepts images in digital format. Send via CD, DVD at 300 dpi.

Making Contact & Terms Send query letter with photocopies. Portfolio may be dropped off any weekday, 9-5. Provide self-promotion piece to be kept on file for possible future assignments. Responds only if interested; send *only* nonreturnable samples. Pays by the project, \$250-850/image. **Pays on receipt of invoice.** Buys all rights; negotiable. Will respond upon need of services.

\$ \$ ☐ SYRACUSE CULTURAL WORKERS

P.O. Box 6367, Syracuse NY 13217. (315)474-1132. Fax: (877)265-5399. E-mail: studio@syraculturalworkers.com. Web site: www.syraculturalworkers.com. **Contact:** Karen Kerney, art director. Publisher: Dik Cool. "Syracuse Cultural Workers publishes and distributes peace and justice resources through their Tools For Change catalog. Products include posters, notecards, postcards, greeting cards, T-shirts and calendars that are feminist, progressive, radical, multicultural, lesbian/gay allied, racially inclusive, and honoring of elders and children." Photo guidelines available on Web site or free with SASE.

Needs Buys 15-25 freelance images/year. Needs photos of social content reflecting a consciousness of diversity, multiculturalism, community building, social justice, environment, liberation, etc. Interested in alternative process, documentary, historical/vintage. Model release preferred. Photo captions preferred.

Specs Uses any size transparencies. Accepts images in digital format. "Send low-res images for review."

Making Contact & Terms Send unsolicited photos by mail for consideration; include SASE for return of material. Responds in 4 months. Pays flat fee of \$85-450; royalties of 4-6% of gross sales. Credit line given. Buys one-time rights.



© 2003 Anna Pomaska, www.annapomaska.com

Anna Pomaska contacted Syracuse Cultural Workers about her photos of peace rallies, because the publisher is always looking for upbeat images that comment on social values and issues. This photo was used for the 2006 Women Artist Datebook, for which Pomaska received \$125 plus four sample books. It was also used for a card, for which Pomaska will receive royalties.

Tips "We are interested in photos that reflect a consciousness of peace and social justice; that portray the experience of people of color, the disabled, elderly, gay/lesbian—must be progressive, feminist, nonsexist. Look at our catalog (available for \$1 or on Web site) and understand our philosophy and politics. Send only what is appropriate and socially relevant. We are looking for positive, upbeat, visionary work."

\$ TELDON

Teldon International Inc., 3500 Viking Way, Richmond BC V6V 1N6 Canada. (604)273-4500, ext. 266. Fax: (604)273-6100. E-mail: photo@teldon.com. Web site: www.teldon.com. **Contact:** Photo Editor. Estab. 1968. Publishes high-quality dated and nondated promotional products, including wall calendars, desk calendars, magnets, newsletters, postcards, etc. Photo guidelines free with SAE (9×11) and IRCs or Canadian stamps—waiting list applies.

Needs Buys over 1,000 images/year; 70% are supplied by freelancers. Needs photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, wildlife (North American), architecture (exterior residential homes), gardening, interiors/decorating, adventure, sports, travel (world), motivational, inspirational, landscape/scenic. Reviews stock photos. Model/property release required for trademarked buildings, residential houses, people. Photo captions required; include complete detailed description of destination, i.e., Robson Square, Vancouver, British Columbia, Canada (month picture taken also helpful).

Specs Uses 35mm, medium- and large-format (horizontal only) transparencies. "We make duplicates of what we think is possible material and return the originals within a given time frame. Originals are recalled once final selection has been made. We do not accept digital submissions at this time."

Making Contact & Terms Send query letter or e-mail. "No submissions accepted unless guidelines have been received and reviewed." Include SAE and IRCs for return of material. Responds in 1 month, depending on workload. Simultaneous submissions and previously published work OK. Works with freelancers and stock agencies. Pays \$150 for one-time use. Pays in September of publication year. Credit line and complementary calendar copies given. Photos used for one-time use in dated products, North American rights, unlimited print runs.

Tips Send horizontal transparencies only; dramatic and colorful nature/scenic/wildlife shots. City shots should be no older than 1 year. "Examine our catalog and Web site carefully, and you will see what we are looking for."

\$ \$ TIDE-MARK PRESS

P.O. Box 20, Windsor CT 06095. (860)683-4499, ext. 107. Fax: (860)683-4055. E-mail: carol@tide-mark.com. Web site: www.tidemarkpress.com. **Contact:** Carol Powers, acquisitions editor. Estab. 1979. Specializes in calendars. Photo guidelines available on Web site or free with SASE.

Needs Buys 1,200 images/year; 800 are supplied by freelancers. Needs photos of landscapes/scenics, wildlife, architecture, gardening, interiors/decorating, pets, religious, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel. Interested in fine art, historical/vintage. Needs complete calendar concepts that are unique but also have identifiable markets; groups of photos that could work as an entire calendar; ideas and approach must be visually appealing and innovative but also have a definable audience. No general nature or varied subjects without a single theme. Submit seasonal material 18 months in advance. Reviews stock photos. Model release preferred. Photo captions required.

Specs Uses 35mm, 2 1/4×2 1/4, 4×5, 8×10 transparencies. Accepts images in digital format. Send as EPS or JPEG files.

Making Contact & Terms "Offer specific topic suggestions that reflect specific strengths of your stock." Send query letter with sample images; include SASE for return of material. Editor will contact photographer for portfolio review if interested. Responds in 3 months. Pays \$150-350/color image for photos; royalties on net sales if entire calendar supplied. Pays on publication or per agreement. Credit line given. Buys one-time rights.

Tips "We tend to be a niche publisher and rely on niche photographers to supply our needs. Ask for a copy of our guidelines and a copy of our catalog so that you will be familiar with our products. Then send a query letter of specific concepts for a calendar."

\$ TRAILS MEDIA GROUP

P.O. Box 317, Black Earth WI 53515. (608)767-8000. Fax: (608)767-5444. E-mail: info@wistrails.com. Web site: www.wistrails.com. **Contact:** Kathie Campbell, creative director. Estab. 1960. Specializes in calendars (horizontal and vertical) portraying seasonal scenics. Also publishes regional books and magazines, including *Wisconsin Trails*.

Needs Needs photos of nature, landscapes, wildlife and regional (Wisconsin, Michigan, Iowa, Minnesota, Indiana, Illinois) activities. Makes selections in January for calendars, 6 months ahead for magazine issues. Photo captions required.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, Zip, Jaz as TIFF, EPS files at 300-1,250 dpi.

Making Contact & Terms Submit material by mail with SASE for consideration. Responds in 1 month. Simultaneous submissions OK "if we are informed, and if there's not a competitive market among them." Previously published work OK. Pays \$50-100 for b&w photos; \$50-200 for color photos. Buys one-time rights.

Tips "Be sure to inform us how you want materials returned and include proper postage. Calendar scenes must be horizontal to fit 8¾×11 format, but we also want vertical formats for engagement calendars. See our magazine and books and be aware of our type of photography. Call for an appointment."

\$ \$ ZOLAN FINE ARTS, LLC

70 Blackman Rd., Ridgefield CT 06877. (203)431-1629. Fax: (203)431-2629. E-mail: donaldz798@aol.com. Web site: www.zolan.com. **Contact:** Jennifer Zolan, president/art director. Commercial and fine art business. Photos used for artist reference in oil paintings.

Needs Buys 16-24 images/year; assignments vary with need. Needs "candid, heartwarming and endearing photos of children (ages 1-2) with high emotional appeal, capturing the magical moments of early childhood." Interested in seasonal. "We are looking for Hispanic girls; Caucasian, Hispanic, Asian, and African-American kids in the following scenes: Hispanic girls as angels, ethnic children for inspirational themes, boys in country scenes with John Deere tractors, boys on the farm, boys fishing/hunting, girls at the beach, boys playing sports, children with pets, little girls in gardens and English garden scenes, little girls as angels." Reviews stock photos. Model release preferred.

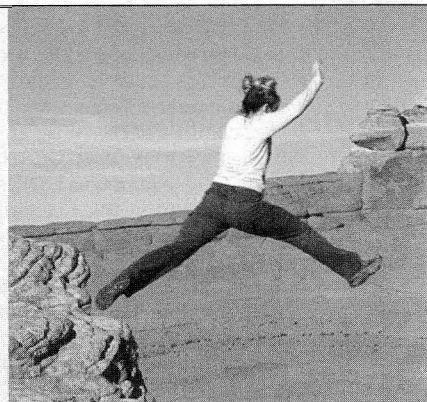
Specs Uses any size color and/or b&w prints. Prefers images in digital format. Send via e-mail, CD, Zip as TIFF, EPS, PICT, GIF, JPEG files at 72 dpi.

Making Contact & Terms Request photo guidelines by phone, mail, fax or e-mail. Does not keep samples on file; include SASE for return of material. Responds in 2 months to queries. Pays \$300-1,000 "depending on the extent of photo shoot and if backgrounds are part of the assignment shoot." **Pays on acceptance.**

Tips "Photos should have high emotional appeal and tell a story. Photos should look candid and natural. Call or write for free photo guidelines before submitting your work. We are happy to work with amateur and professional photographers. We are always looking for human interest types of photographs on early childhood, ages 1-2. Photos should evoke pleasant and happy memories of early childhood. Photographers should write, e-mail or fax for guidelines before submitting their work. No submissions without receiving the guidelines."

MARKETS

Stock Photo Agencies



© 2006 Bret Edge, www.breledge.com

If you are unfamiliar with how stock agencies work, the concept is easy to understand. Stock agencies house large files of images from contracted photographers and market the photos to potential clients. In exchange for licensing the images, agencies typically extract a 50-percent commission from each use. The photographer receives the other 50 percent.

In recent years, the stock industry has witnessed enormous growth, with agencies popping up worldwide. Many of these agencies, large and small, are listed in this section. However, as more and more agencies compete for sales, there has been a trend toward partnerships among some small to mid-size agencies. In order to match the file content and financial strength of larger stock agencies, such as Corbis and Getty, small agencies have begun to combine efforts when putting out catalogs and other promotional materials.

Other agencies have been acquired by larger agencies and essentially turned into subsidiaries. Often these subsidiaries are strategically located to cover different portions of the world. Typically, smaller agencies are bought if they have images that fill a need for the parent company. For example, a small agency might specialize in animal photographs and be purchased by a larger agency that needs those images but doesn't want to search for individual wildlife photographers.

The stock industry is extremely competitive, and if you intend to sell stock through an agency, you must know how they work. Below is a checklist that can help you land a contract with an agency.

- Build a solid base of quality images before contacting any agency. If you send an agency 50-100 images, they are going to want more if they're interested. You must have enough quality images in your files to withstand the initial review and get a contract.
- Be prepared to supply new images on a regular basis. Most contracts stipulate that photographers must send additional submissions periodically—perhaps quarterly, monthly or annually. Unless you are committed to shooting regularly, or unless you have amassed a gigantic collection of images, don't pursue a stock agency.
- Make sure all of your work is properly cataloged and identified with a file number. Start this process early so that you're prepared when agencies ask for this information. They'll need to know what is contained in each photograph so that the images can be properly keyworded on Web sites.
- Research those agencies that might be interested in your work. Smaller agencies tend to be more receptive to newcomers because they need to build their image files. When larger agencies seek new photographers, they usually want to see specific subjects in which photographers specialize. If you specialize in a certain subject area, be sure to

check out our Subject Index on page 509, which lists companies according to the types of images they need.

- Conduct reference checks on any agencies you plan to approach to make sure they conduct business in a professional manner. Talk to current clients and other contracted photographers to see if they are happy with the agency. Also, some stock agencies are run by photographers who market their own work through their own agencies. If you are interested in working with such an agency, be certain that your work will be given fair marketing treatment.
- Once you've selected a stock agency, contact them via e-mail or whatever means they have stipulated in their listing or on their Web site. Today, almost all stock agencies have Web sites and want images submitted in digital format. If the agency accepts slides, write a brief cover letter explaining that you are searching for an agency and that you would like to send some images for review. Wait to hear back from the agency before you send samples. Then send only duplicates for review so that important work won't get lost or damaged. Always include a SASE when sending samples by regular mail. It is best to send images in digital format; some agencies will only accept digital submissions.
- Finally, don't expect sales to roll in the minute a contract is signed. It usually takes a few years before initial sales are made.

SIGNING AN AGREEMENT

There are several points to consider when reviewing stock agency contracts. First, it's common practice among many agencies to charge photographers fees, such as catalog insertion rates or image duping fees. Don't be alarmed and think the agency is trying to cheat you when you see these clauses. Besides, it might be possible to reduce or eliminate these fees through negotiation.

Another important item in most contracts deals with exclusive rights to market your images. Some agencies require exclusivity to sales of images they are marketing for you. In other words, you can't market the same images they have on file. This prevents photographers from undercutting agencies on sales. Such clauses are fair to both sides as long as you can continue marketing images that are not in the agency's files.

An agency also may restrict your rights to sign with another stock agency. Usually such clauses are designed merely to keep you from signing with a competitor. Be certain your contract allows you to work with other agencies. This may mean limiting the area of distribution for each agency. For example, one agency may get to sell your work in the United States, while the other gets Europe. Or it could mean that one agency sells only to commercial clients, while the other handles editorial work.

Unfortunately, the struggles in the stock industry over royalty-free (RF) versus rights-managed (RM) imagery and unfavorable fee splits between agencies and photographers have followed us into the new millennium. Before you sign any agency contract, make sure you can live with the conditions, including 40/60 fee splits favoring the agency.

Finally, be certain you understand the term limitations of your contract. Some agreements renew automatically with each submission of images. Others renew automatically after a period of time unless you terminate your contract in writing. This might be a problem if you and your agency are at odds for any reason. Make sure you understand the contractual language before signing anything.

REACHING CLIENTS

One thing to keep in mind when looking for a stock agent is how they plan to market your work. A combination of marketing methods seems the best way to attract buyers, and most large stock agencies are moving in that direction by offering catalogs, CDs and Web sites.

But don't discount small, specialized agencies. Even if they don't have the marketing muscle of big companies, they do know their clients well and often offer personalized service and deep image files that can't be matched by more general agencies. If you specialize in regional or scientific imagery, you may want to consider a specialized agency.

MARKETING YOUR OWN STOCK

If you find the terms of traditional agencies unacceptable, there are alternatives available. Many photographers are turning to the Internet as a way to sell their stock images without an agent and are doing very well. Your other option is to join with other photographers

Learn More About the Stock Industry



For More Info

There are numerous resources available for photographers who want to learn about the stock industry. Here are a few of the best.

- **PhotoSource International, (800)223-3860**, Web site: www.photosource.com. Owned by author/photographer Rohn Engh, this company produces several newsletters that can be extremely useful for stock photographers. A few of these include *PhotoStockNotes*, *PhotoDaily*, *PhotoLetter* and *PhotoBulletin*. Engh's *Sellphotos.com* (Writer's Digest Books) is a comprehensive guide to selling editorial stock photography online. Recently revised *Sell & Re-Sell Your Photos* (Writer's Digest Books) tells how to sell stock to book and magazine publishers.
- **Selling Stock, (301)251-0720**, Web site: www.pickphoto.com. This newsletter is published by one of the photo industry's leading insiders, Jim Pickerell. He gives plenty of behind-the-scenes information about agencies and is a huge advocate for stock photographers.
- **Negotiating Stock Photo Prices, 5th edition**, by Jim Pickerell and Cheryl Pickerell DiFrank, 110 Frederick Avenue, Suite A, Rockville MD 20850, (301)251-0720. This is the most comprehensive and authoritative book on selling stock photography.
- **The Picture Archive Council of America, (800)457-7222**, Web site: www.pacaaoffice.org. Anyone researching an American agency should check to see if the agency is a member of this organization. PACA members are required to practice certain standards of professionalism in order to maintain membership.
- **British Association of Picture Libraries and Agencies, (44)(171)713-1780**, Web site: www.bapla.org.uk. This is PACA's counterpart in the United Kingdom and is a quick way to examine the track record of many foreign agencies.
- **Photo District News**, Web site: www.pdn-pix.com. This monthly trade magazine for the photography industry frequently features articles on the latest trends in stock photography, and publishes an annual stock photography issue.

sharing space on the Web. Check out PhotoSource International at www.photosource.com and www.agpix.com.

If you want to market your own stock, it is not absolutely necessary that you have your own Web site, but it will help tremendously. Photo buyers often “google” the keyword they’re searching for—that is, they use an Internet search engine, keying in the keyword plus “photo.” Many photo buyers, from advertising firms to magazines, at one time or another, either have found the big stock agencies too unwieldy to deal with, or they simply did not have exactly what the photo buyer was looking for. Googling can lead a photo buyer straight to your site; be sure you have adequate contact information on your Web site so the photo buyer can contact you and possibly negotiate the use of your photos.

One of the best ways to get into stock is to sell outtakes from assignments. The use of stock images in advertising, design and editorial work has risen in the last five years. As the quality of stock images continues to improve, even more creatives will embrace stock as an inexpensive and effective means of incorporating art into their designs. Retaining the rights to your assignment work will provide income even when you are no longer able to work as a photographer.

AAA IMAGE MAKERS

2750 Pine St., Vancouver BC V6J 3G2 Canada. (604)688-3001. E-mail: sales@aaaimagemakers.com. Web site: www.aaaimagemakers.com; www.fineartprints.ca; www.prophotos.ca. **Contact:** Reimut Lieder, owner. Estab. 1981. Stock photography, art and illustration agency. Has 300,000 images on file. Clients include: advertising agencies, interior designers, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine and textbook publishers, postcard, calendar and greeting card companies.

Needs Artwork, illustration and photography: model-released lifestyles, high-tech, medical, families, industry, computer-related subjects, active middle age and seniors, food, mixed ethnic groups, students, education, occupations, health and fitness, extreme and team sports, and office/business scenes.

Specs Accepts only images in digital format. Send via CD or DVD as TIFF or PSD files at minimum 20MB file size.

Payment & Terms Pays 50% commission for color and b&w photos. Average price per image (to clients): \$60-40,000 for b&w and color photos. Enforces minimum prices. Offers volume discount to customers; terms specified in contributor's contract. Discount sales terms not negotiable. Works on contract basis only. Offers limited regional exclusivity, guaranteed subject exclusivity. Charges 50% catalog insertion fee (\$8 Canadian). Statements issued quarterly. Payment made quarterly. Contributors allowed to review account records. Rights negotiated by client needs. Does not inform contributors or allow them to negotiate when client requests all rights. Model/property releases required. Photo captions required.

Making Contact Interested in receiving work from established, especially commercial, photographers and artists. Arrange personal interview to show portfolio or submit portfolio for review. Send query letter with résumé of credits, samples. Send e-mail with letter of inquiry, résumé, business card, flier, tearsheets or samples. Responds within 3 weeks.

Tips “As we do not have submission minimums, be sure to edit your work ruthlessly. We expect quality work on a regular basis. Research your subject completely and submit early and often! We now also represent www.fineartprints.ca, a fine art giclée reproduction service, and www.prophotos.ca. Check them out, too!”

ACCENT ALASKA/KEN GRAHAM AGENCY

P.O. Box 272, Girdwood AK 99587. (907)783-2796. Fax: (907)783-3247. E-mail: info@accentalaska.com. Web site: www.accentalaska.com. **Contact:** Ken Graham, owner. Estab. 1979. Stock agency. Has 300,000 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers, CD-ROM encyclopedias.

Needs Wants modern stock images of Alaska, Antarctica, Hawaii and Pacific Northwest. “Please do not submit material which we already have in our files.”

Specs Uses images from digital cameras 6 megapixels or greater; 35mm, 2¼ × 2¼, 4 × 5, 5 × 7, 617, 624, 4 × 10 transparencies. Send via CD, Zip, e-mail lightbox URL.

Payment & Terms Pays 50% commission for color photos. Negotiates fees at industry-standard prices. Works with photographers on contract basis only. Offers nonexclusive contract. Payment made quarterly.

Making Contact "See our Web site contact page. Any material must include SASE for returns." Expects minimum initial submission of 60 images. Prefers online Web gallery for initial review.

Tips "Realize we specialize in Alaska and the Northwest although we do accept images from Hawaii, Pacific, Antarctica and Europe. The bulk of our sales are Alaska-related. We are always interested in seeing submissions of sharp, colorful, and professional-quality images with model-released people when applicable. Do not want to see same material repeated in our library."

ACE STOCK LIMITED

Satellite House, 2 Salisbury Rd., Wimbledon, London SW19 4EZ United Kingdom. (44)(208)944-9944. Fax: (44)(208)944-9940. E-mail: info@acestock.com. Web site: www.acestock.com. **Contact:** John Panton, director. Estab. 1980. Stock photo agency. Has approximately 300,000 photos in files; over 50,000 online. Clients include: ad agencies, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, postcard companies, calendar companies, greeting card companies, design companies, direct mail companies.

Needs Photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, pets, adventure, automobiles, food/drink, health/fitness, hobbies, humor, sports, travel, business concepts, industry, medicine, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, seasonal.

Specs "Under duress will accept 35mm, 6×6 cm, 4×5, 8×10 transparencies. Prefer digital submissions saved as RGB, JPEG, Photoshop 98 color space, Quality High. Scanning resolutions for low-res at 72 dpi and high-res at 300 dpi with 30MB minimum size. Send via CD-ROM, or e-mail low-res samples."

Payment & Terms Pays 50% commission on net receipts. Average price per image (to clients): \$400. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically for 2 years with each submission. No charges for scanning. Charges \$200/image for catalog insertion. Statements issued quarterly. Payment made quarterly. Photographers permitted to review sales records with 1-month written notice. Offers one-time rights, first rights or mostly nonexclusive rights. Informs photographers when client requests to buy all rights, but agency negotiates for photographer. Model/property release required for people and buildings. Photo captions required; include place, date and function. "Prefer data as IPTC-embedded within Photoshop File Info 'caption' for each scanned image."

Making Contact Send e-mail with low-res attachments or Web site link. Alternatively, arrange a personal interview to show portfolio or post 50 sample transparencies. Responds within 1 month. Photo guidelines sheet free with SASE. Online tips sheet for contracted photographers.

Tips Prefers to see "definitive cross-section of your collection that typifies your style and prowess. Must show originality, command of color, composition and general rules of stock photography. All people must be mid-Atlantic to sell in UK. No dupes. Scanning and image manipulation is all done in-house. We market primarily via online promos sent by e-mail. In addition, we distribute printed catalogs and CD-ROMs."

AERIAL ARCHIVES

Hangar 23, Box 470455, San Francisco CA 94147-0455. (415)771-2555. Fax: (707)769-7277. E-mail: www.aerialarchives.com/contact.htm. Web site: www.aerialarchives.com. **Contact:** Herb Lingl. Estab. 1989. Has 100,000 photos in files, plus 500 gigabytes of digital aerial imagery. Has 2,000 hours of film, video footage. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies.

Needs Aerial photography only.

Specs Accepts images in digital format only, *unless they are historical*. Uses 2¼×2¼, 4×5, 9×9 transparencies; 70mm, 5" and 9×9 (aerial film). Other media also accepted.

Payment & Terms Buys photos, film, videotape outright only in special situations where requested by submitting party. Pays on commission basis. Average price per image (to clients): \$325. Enforces minimum prices. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Statements issued quarterly. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights, agency promotion rights. Informs photographers and allows them to negotiate when client requests all rights. Property release preferred. Photo captions required; include date and location, and altitude if available.

Making Contact Send query letter with stock list. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 100 images with quarterly submissions of at least 50 images. Responds only if interested; send nonreturnable samples. Photo guidelines sheet available via e-mail.

Tips "Supply complete captions with date and location; aerial photography only."

AFLO FOTO AGENCY

8F Sun Bldg., 5-13-12 Ginza, Chuo-ku, Tokyo 104-0061 Japan. (81)(3)5550-2120. Fax: (81)(3)3546-0258. E-mail: info@aflofoto.com. Web site: www.aflofoto.com. Estab. 1980. Stock agency, picture library and news/

feature syndicate. Member of the Picture Archive Council of America (PACA). Has 1 million photos in files. "We have other offices in Tokyo and Osaka." Clients include: advertising agencies, businesses, public relations firms, book publishers, magazine publishers.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, lifestyle, seasonal.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, e-mail as TIFF, JPEG files. When making initial submission via e-mail, files should total less than 3MB.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$195 minimum for b&w photos; \$250 minimum for color photos, film, videotape. Offers volume discounts to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract; negotiable. Contract type varies. Contracts renew automatically with additional submissions for 3 years. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Model/property release preferred. Photo captions required.

Making Contact Send query letter with transparencies, stock list. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 100 images with quarterly submissions of at least 25 images. Responds in 2 weeks to samples. Photo guidelines sheet free with SASE. See Web site ("Photo Submission") for more information or contact support@aflo.com.

AGE FOTOSTOCK

Buenaventura Muñoz 16, 08018 Barcelona, Spain. (34)(93)300-2552. E-mail: age@agefotostock.com. Web site: www.agefotostock.com. Estab. 1973. Stock agency. There is a branch office in Madrid and a subsidiary company in New York City, age fotostock america, inc. Photographers may submit their images to Barcelona directly or through the New York office at: age fotostock america, inc., 594 Broadway, Suite 707, New York NY 10012-3257. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies.

Needs "We are a general stock agency and are constantly uploading images onto our Web site. Therefore, we constantly require creative new photos from all categories."

Specs Accepts all formats. Details available upon request, or see Web site, "Photographers/submitted images."

Payment & Terms Pays 50% commission for all formats. Terms specified in photographer's contract. Works with photographers on contract basis only. Offers image exclusivity worldwide. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Model/property release required. Photo captions required.

Making Contact "Send query letter with résumé and 100 images for selection. Download the photographer's info pack from our Web site."

AGSTOCKUSA INC.

25315 Arriba Del Mundo Dr., Carmel CA 93923. (831)624-8600. Fax: (831)626-3260. E-mail: info@agstockusa.com. Web site: www.agstockusa.com. **Contact:** Ed Young, owner. Estab. 1996. Stock photo agency. Has 100,000 photos. Clients include: advertising agencies, graphic design firms, businesses, public relations firms, book/encyclopedia publishers, calendar companies, magazine publishers, greeting card companies.

Needs Photos should cover all aspects of agriculture worldwide: fruits, vegetables and grains in various growth stages; studio work, aerials; harvesting, processing, irrigation, insects, weeds, farm life, agricultural equipment, livestock, plant damage and plant disease.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 6 x 7, 6 x 17 transparencies. Accepts images in digital format. Send as high-res TIFF files.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$200-25,000 for color photos. Enforces minimum price of \$200. Offers volume discounts to customers; inquire about specific terms. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 2 years. Charges 50% catalog insertion fee; 50% for production costs for direct mail and CD-ROM advertising. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers unlimited use and buyouts if photographer agrees to sale. Informs photographer when client requests all rights; final decision made by agency. Model/property release preferred. Photo captions required; include location of photo and all technical information (what, why, how, etc.).

Making Contact "Review our Web site to determine if work meets our standards and requirements." Submit low-res JPEGs on CD for review. Call first. Keeps samples on file; include SASE for return of material. Expects

minimum initial submission of 250 images. Responds in 3 weeks. Photo guidelines available on Web site. Agency newsletter distributed yearly to contributors under contract.

Tips "Build up a good file (quantity and quality) of photos before approaching any agency. A portfolio of 16,000 images is currently displayed on our Web site. CD-ROM catalog with 7,600 images available to qualified photo buyers."

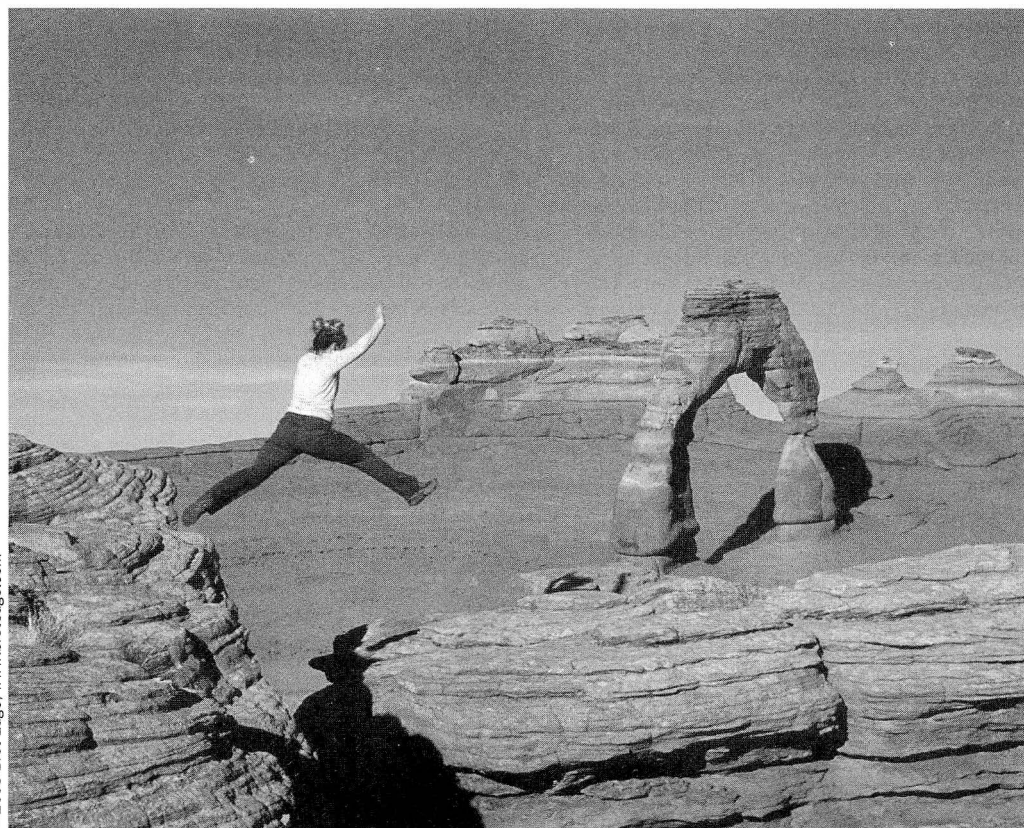
AKM IMAGES, INC.

1747 Paddington Ave., Naperville IL 60563. E-mail: um83@yahoo.com. Web site: www.akmimages.com. **Contact:** Annie-Ying Molander. Estab. 2002. Stock agency. Has over 18,000 photos in files. Clients include: advertising agencies, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of agriculture, cities/urban, gardening, multicultural, religious, rural, landscapes/scenics, entertainment, wildlife, travel and underwater. "We also need landscape and culture from Asian countries, Nordic countries (Sweden, Norway, Finland), Alaska, Greenland, Iceland. Also need culture about Sami, Laplander, from Nordic countries and Native American."

Specs Uses 4×6 glossy color prints; 35mm transparencies. Accepts images in digital format. Send via CD, DVD or floppy disk as JPEG or TIFF files at 300 dpi for PC Windows XP.

Payment/Terms Pays 50% commission for b&w photos; 50% commission for color photos. Offers volume discount to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms. Discount sales terms not negotiable. Works with photographers with a contract. Offers



© 2006 Bret Edge, www.bretedge.com

Bret Edge signed on with Age Fotostock, which was one of three stock agencies that accepted his work. "I discovered through research that photos depicting people in the landscape are in high demand. They are easy for viewers to identify with and often elicit the 'Boy, I wish I was *there*' reaction. As an avid hiker, climber and canyoneer, it was only natural to expand my photography to include this genre. I now make it a point to photograph almost every trail I hike, and am always thinking of creative ways to involve people in well-known landscapes," he says.

nonexclusive contract. Contracts renew automatically with additional submissions. Statements of photographers' sales issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model/property release required. Photo captions required. **Making Contact** Send query letter by e-mail with images and stock list. Does not keep samples on file; include SASE for return of material. Expects minimum initial submissions of 50 images. Responds in 1 month to samples. Photo submission guidelines available free with SASE or via e-mail.

ALASKA STOCK IMAGES

2505 Fairbanks St., Anchorage AK 99503. (907)276-1343. Fax: (907)258-7848. E-mail: info@alaskastock.com. Web site: www.alaskastock.com. **Contact:** Jeff Schultz, owner. Stock photo agency. Member of the Picture Archive Council of America (PACA) and ASMP. Has 350,000 photos in files. Clients include: international and national advertising agencies; businesses; magazines and newspapers; book/encyclopedia publishers; calendar, postcard and greeting card publishers.

Needs Wants photos of everything related to Alaska, including babies/children/teens, couples, multicultural, families, parents, senior citizens involved in winter activities and outdoor recreation, wildlife, environmental, landscapes/scenics, cities/urban, pets, adventure, travel, industry. Interested in alternative process, avant garde, documentary (images which were or could have been shot in Alaska), historical/vintage, seasonal, Christmas.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 6 x 17 panoramic transparencies. Accepts images in digital format. Send via CD as JPEG files at 72 dpi for review purposes. "Put together a gallery of low-res images on your Web site and send us the URL, or send via PC-formatted CD as JPEG files no larger than 9 x 12 at 72 dpi for review purposes." Accepted images must be 50MB minimum.

Payment & Terms Pays 40% commission for color and b&w photos; minimum use fee \$125. No charges for catalog, dupes, etc. Offers volume discounts to customers; inquire about specific terms. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers nonexclusive contract; exclusive contract for images in promotions. Contracts renew automatically with additional submissions; nonexclusive for 3 years. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers negotiable rights. Informs photographer and negotiates rights for photographer when client requests all rights. Model/property release preferred for any people and recognizable personal objects (boats, homes, etc.). Photo captions required; include who, what, when, where.

Making Contact Send query letter with samples. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 200 images with periodic submissions of 100-200 images 1-4 times/year. Responds in 3 weeks. Photo guidelines free on request. Market tips sheet distributed 2 times/year to those with contracts. "View our guidelines online at www.alaskastock.com/prospectivephotographers.asp."

Tips "E-mailed sample images should be sent in one file, not separate images. For photographers shooting digital images, Alaska Stock assumes that you are shooting RAW format and are able to properly process the RAW image to meet our 50MB minimum standards with acceptable color, contrast and density range."

ALLPIX PHOTO AGENCY

P.O. Box 803, Lod 71106 Israel. (972)(8)9248617. E-mail: gilhadny@zahav.net.il. Web site: www.allpiximages.potfolio.com. **Contact:** Gil Hadani or Ruth Regev, directors. Estab. 1995. Stock agency. Has 100,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers.

Making Contact Send query letter with stock list. Do not send samples via e-mail; will return material.

AMERICAN MUSEUM OF NATURAL HISTORY LIBRARY, PHOTOGRAPHIC COLLECTION

Library Services Department, Central Park West at 79th St., New York NY 10024. (212)769-5419. Fax: (212)769-5009. E-mail: speccol@amnh.org. Web site: www.amnh.org. **Contact:** Barbara Mathe, museum archivist. Estab. 1869. Provides services for authors, film and TV producers, general public, government agencies, picture researchers, scholars, students, teachers and publishers.

Needs "We accept only donations with full rights (nonexclusive) to use; we offer visibility through credits." Model release required. Photo captions required.

Payment & Terms Credit line given. Buys all rights.

AMERICAN STOCK PHOTOGRAPHY

3470 Wilshire Blvd., #545, Los Angeles CA 90010. (213)386-4600. Fax: (213)365-7171. E-mail: aspstockpix@earthlink.net. Web site: www.americanstockphotos.com. **Contact:** Christopher C. Johnson, president. Stock photo agency. Has 2 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies, TV and movie production companies.



© 2006 Clark James Mishler/AlaskaStock.com

Former *National Geographic* photographer, Clark James Mishler, licenses many of his photos of Alaska through Alaska Stock Images. This image of a traditional blanket toss on Alaska's northwest coast has been used in travel magazines, brochures, direct mail pieces and corporate publications. "I was able to find a ladder that allowed me to photograph above the blanket yet below the jumper. I believe the right angle of view is often the single most important element contributing to a successful photograph," Mishler says.

- American Stock Photography is a subsidiary of Camerique, which is also listed in this section.

Needs General stock, all categories. Special emphasis on California scenics and lifestyles.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies; b&w contact sheets; b&w negatives.

Payment & Terms Buys photos outright; pays \$5-20. Pays 50% commission. General price range (to clients): \$100-750. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Charges 50% for catalog insertion, advertising, CDs. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers one-time, electronic and multi-use rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required for people, houses and animals. Photo captions required: include date, location, specific information on image.

Making Contact Contact Camerique Inc., P.O. Box 175, Blue Bell PA 19422. (610)272-4000. Photo guidelines free with SASE.

THE ANCIENT ART & ARCHITECTURE COLLECTION, LTD.

410-420 Rayners Lane, Suite 1, Pinner, Middlesex, London HA5 5DY United Kingdom. (44)(208)429-3131. Fax: (44)(208)429-4646. E-mail: library@aaacollection.co.uk. Web site: www.aaacollection.com. **Contact:** Michelle Williams. Picture library. Has 250,000 photos in files. Clients include: advertising agencies, book/encyclopedia publishers, magazine publishers, newspapers.

Needs Wants photos of ancient and medieval buildings, sculptures, objects, artifacts, religious, travel. Interested in fine art, historical/vintage.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$80-180 for color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights. Photo captions required.

Making Contact Send query letter with samples, stock list, SASE. Responds in 2 weeks.

Tips "Material must be suitable for our specialist requirements. We cover historical and archeological periods from 25,000 BC to the 19th century AD, worldwide. All civilizations, cultures, religions, objects and artifacts as well as art are includable. Pictures with tourists, cars, TV aerials, and other modern intrusions not accepted. Send us a submission of color transparencies by mail together with a list of other material that may be suitable for us."

ANDES PRESS AGENCY

26 Padbury Ct., London E2 7EH United Kingdom. (44)(207)613-5417. Fax: (44)(207)739-3159. E-mail: apa@andespressagency.com. Web site: http://andespressagency.com. **Contact:** Val Baker. Picture library and news/feature syndicate. Has 300,000 photos in files. Clients include: magazine publishers, businesses, book publishers, nongovernmental charities, newspapers.

Needs Wants photos of multicultural, senior citizens, disasters, environmental, landscapes/scenics, architecture, cities/urban, education, religious, rural, travel, agriculture, business, industry, political. "We have color and black & white photographs on social, political and economic aspects of Latin America, Africa, Asia and Britain, specializing in contemporary world religions."

Specs Uses 35mm and digital files.

Payment & Terms Pays 50% commission for b&w and color photos. General price range (to clients): £60-300 for color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew with additional submissions. Statements issued bimonthly. Payment made bimonthly. Offers one-time rights. "We never sell all rights; photographer has to negotiate if interested." Model/property release preferred. Photo captions required.

Making Contact Send query via e-mail. Do not send unsolicited images.

Tips "We want to see that the photographer has mastered one subject in depth. Also, we have a market for photo features as well as stock photos. Please write to us first via e-mail."

ANIMALS ANIMALS/EARTH SCENES

17 Railroad Ave., Chatham NY 12037. (800)392-5550 or (518)392-5500. Fax: (518)392-5503. E-mail: info@animalsanimals.com. Web site: www.animalsanimals.com. **Contact:** Nancy Carrizales. Member of Picture Archive Council of America (PACA). Has 1.5 million photos in files. Clients include: ad agencies, public relations firms, businesses, audiovisual firms, book publishers, magazine publishers, encyclopedia publishers, newspapers, postcard companies, calendar companies, greeting card companies.

Needs "We specialize in nature photography." Wants photos of disasters, environmental, landscapes/scenics, wildlife, pets, travel, agriculture.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format.

Payment & Terms Pays 50% commission. Works with photographers on contract basis only. Offers exclusive contract. Charges catalog insertion fee. Photographers allowed to review account records to verify sales figures "if requested and with proper notice and cause." Statements issued quarterly. Payment made quarterly. Offers one-time rights; other uses negotiable. Informs photographers and allows them to negotiate when client requests all rights. Model release required if used for advertising. Photo captions required; include Latin names ("they must be correct!").

Making Contact Send query for guidelines by mail or e-mail. Expects minimum initial submission of 200 images with quarterly submissions of at least 200 images. Include SASE for return of material.

Tips "First, pre-edit your material. Second, know your subject."

ANT PHOTO LIBRARY

860 Derril Rd., Moorooduc, 3933 Australia. (61)(3)9530-8999. Fax: (61)(3)9530-8299. E-mail: images@antphoto.com.au. Web site: www.antphoto.com.au. **Contact:** Peter Crawley-Boevey. Estab. 1982. Has 170,000 photos in files, with 20,000 high-res files online. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of "flora and fauna of Australia, Asia, Antarctica and Africa, and the environments in which they live."

Specs "Use digital camera files supplied as a minimum of 16-bit TIFF files from a minimum of 6-megapixel SLR digital camera. Full specs on our Web site."

Payment & Terms Pays 45% commission for color photos. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers limited regional exclusivity. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Model release required. Photo captions required; include species, common name and scientific name on supplied Excel spreadsheet.

Making Contact Send e-mail. Include SASE for return of material. Expects minimum initial submission of 200 images with regular submissions of at least 100 images. Responds in 3 weeks to samples. Photo guidelines available on Web site. Market tips sheet "available to all photographers we represent."

Tips "Our clients come to us for images of all common and not-so-common wildlife species from around the world particularly. Good clean shots. Good lighting and very sharp."

ANTHRO-PHOTO FILE

33 Hurlbut St., Cambridge MA 02138. (617)868-4784. Fax: (617)497-7227. Web site: www.anthropphoto.com. **Contact:** Nancy DeVore. Estab. 1969. Has 10,000 photos in files. Clients include: book publishers, magazine publishers.

Needs Wants photos of environmental, wildlife, social sciences.

Specs Uses b&w prints; 35mm transparencies. Accepts images in digital format.

Payment & Terms Pays 60% commission. Average price per image (to clients): \$170 minimum for b&w photos; \$200 minimum for color photos. Offers volume discounts to customers; discount terms negotiable. Works with photographers with contract. Contracts renew automatically. Statements issued annually. Payment made annually. Photographers allowed to review account records. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Photo captions required.

Making Contact Send query letter with stock list. Keeps samples on file; include SASE for return of material.

Tips Photographers should call first.

A + E

9 Hochgernstr., Stein D-83371 Germany. (+49)8621-61833. Fax: (+49)8621-63875. E-mail: apluse@aol.com. Web site: www.apluse.de. **Contact:** Elizabeth Pauli, director. Estab. 1987. Picture library. Has 30,000 photos in files. Clients include newspapers, postcard publishers, book publishers, calendar companies, magazine publishers.

Needs Wants photos of nature/landscapes/scenics, pets, "only your best material."

Specs Uses 35mm, 6×6 transparencies. Accepts images in digital format. Send via CD as JPEG files at 100 dpi for referencing purposes only.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$15-100 for b&w photos; \$75-1,000 for color photos. Offers volume discounts to customers. Works with photographers on contract basis only. Offers nonexclusive contract. Subject exclusivity may be negotiated. Statements issued annually. Payment made annually. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model/property release required. Photo captions preferred; include country, date, name of person, town, landmark, etc.

Making Contact Send query letter with your qualification, description of your equipment, transparencies or

CD, stock list. Include SASE for return of material in Europe. Cannot return material outside Europe. Expects minimum initial submission of 100 images with annual submissions of at least 100 images. Responds in 1 month.

Tips "Judge your work critically. Technically perfect photos only—sharp focus, high colors, creative views—are likely to attract a photo editor's attention."

APPALIGHT

230 Griffith Run Rd., Spencer WV 25276. E-mail: wyro@appalight.com. Web site: www.appalight.com. **Contact:** Chuck Wyrostok, director. Estab. 1988. Stock photo agency. Has over 30,000 photos in files. Clients include advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, calendar companies, greeting card companies, graphic designers.

• Currently not accepting submissions. This agency also markets images through the Photo Source Bank.

Needs General subject matter with emphasis on the people, natural history, culture, commerce, flora, fauna, and travel destinations of the Appalachian Mountain region and Eastern Shore of the United States. Wants photos of West Virginia, babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes, wildlife, cities/urban, education, gardening, pets, religious, rural, adventure, events, health/fitness, hobbies, humor, travel, agriculture, business concepts, industry, medicine, military, political, science, technology/computers. Interested in documentary, seasonal.

Specs Uses 8×10 glossy b&w prints; 35mm, 2¼×2¼, 4×5 transparencies and digital images.

Payment & Terms Pays 50% commission for b&w or color photos. Works with photographers on nonexclusive contract basis only. Contracts renew automatically for 2-year period with additional submissions. Payment made quarterly. Photographers allowed to review account records during regular business hours or by appointment. Offers one-time rights, electronic media rights. Model release preferred. Photo captions required.

Making Contact AppaLight is not currently accepting submissions.

Tips "We look for a solid blend of topnotch technical quality, style, content and impact. Images that portray metaphors applying to ideas, moods, business endeavors, risk-taking, teamwork and winning are especially desirable."

ARCHIVO CRIOLLO

San Ignacio 1001, Quito, Ecuador. (593)(2)2222-467. Fax: (593)(2)2231-447. E-mail: info@archivocriollo.com. Web site: www.archivocriollo.com. **Contact:** Julian Larrea, agent. Estab. 1998. Picture library. Has 10,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, calendar companies, magazine publishers, greeting card companies, travel agencies.

Needs Wants photos of multicultural, environmental, landscapes/scenics, wildlife, architecture, cities/urban, religious, rural, adventure, travel. Interested in alternative process, documentary, historical/vintage.

Specs Uses 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 72 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$50-150 for color photos; \$450-750 for videotape. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract; negotiable. Offers nonexclusive contract. Charges 50% sales fee. Payment made quarterly. Photographers allowed to review account records. Informs photographers and allows them to negotiate when client requests all rights. Photo captions preferred.

Making Contact Send query letter with stock list. Responds only if interested. Catalog available.

ARGUS PHOTOLAND, LTD. (APL)

Room 2001-4 Progress Commercial Bldg., 9 Irving St., Causeway Bay, Hong Kong. (852)2890-6970. Fax: (852)2881-6979. E-mail: argus@argusphoto.com. Web site: www.argusphoto.com. **Contact:** Lydia Li, photo editor. Estab. 1992. Stock photo agency with a branch in Beijing. Has 600,000 searchable photos online. Clients include: advertising agencies, graphic houses, corporations, real estate developers, book and magazine publishers, postcard, greeting card, calendar and mural printing companies.

Needs "We cover general subject matters with urgent needs of high-end lifestyle images, wellness, interiors, garden design, Asian people, and sports images."

Specs Accepts high-quality digital images only. Send 50MB JPEG files at 300 dpi via CD/DVD/FTP for review. Download with English captions and keywords.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$100-6,000. Offers volume discounts to customers. Works with photographers on contract basis only. Statements/payment made quarterly. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Expects minimum initial submission of 200 images.

 ARKRELIGION.COM

57 Burdon Lane, Cheam Surrey SM2 7BY United Kingdom. (44)(208)642-3593. Fax: (44)(208)395-7230. E-mail: images@artdirectors.co.uk. Web site: www.arkreligion.com. Estab. 2004. Stock agency. Has 100,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, calendar companies, magazine publishers, greeting card companies.

Needs Wants photos of major, minor and alternative religions. This covers all aspects of religion from birth to death.

Specs Prefers digital submissions. Initial submission: 1MB JPEG. High-res requirement: 50MB TIFF. See contributors' page on Web site for full details. Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies.

Payment & Terms Pays 50% commission for b&w or color photos when submitted digitally; pays 40% commission when film is submitted. Average price per image (to clients): \$65-1,000 for b&w or color photos. Enforces strict minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights. Model/property release preferred. Photo captions required; include as much relevant information as possible.

Making Contact Contact by e-mail. Does not keep samples on file. Expects minimum initial submission of 50 images with periodic submissions of at least 50 images. Responds in 6 weeks to queries. Photo guidelines available on Web site.

Tips "Fully caption material and follow the full requirements for digital submissions as detailed on the Web site. Will only accept slides/transparencies where these represent exceptional and/or difficult-to-obtain images."

 ART DIRECTORS & TRIP PHOTO LIBRARY

57 Burdon Lane, Cheam Surrey SM2 7BY United Kingdom. (44)(208)642-3593. Fax: (44)(208)395-7230. E-mail: images@artdirectors.co.uk. Web site: www.artdirectors.co.uk. Estab. 1992. Stock agency. Has 1 million photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies.

Needs Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, historical/vintage, seasonal.

Specs Prefers digital submissions. Initial submission: 1MB JPEG. High-res requirement: 50MB TIFF. See contributors' page on Web site for full details. Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies.

Payment & Terms Pays 50% commission for b&w or color photos when submitted digitally; pays 40% commission when film is submitted. Average price per image (to clients): \$65-1,000 for b&w or color photos. Enforces strict minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights. Model/property release preferred. Photo captions required; include as much relevant information as possible.

Making Contact Contact by e-mail. Does not keep samples on file. Expects minimum initial submission of 50 images with periodic submissions of at least 50 images. Responds in 6 weeks to queries. Photo guidelines available on Web site.

Tips "Fully caption material and follow the full requirements for digital submissions as detailed on the Web site. Will only accept slides/transparencies where these represent exceptional and/or difficult-to-obtain images."

 ART LICENSING INTERNATIONAL INC.

7350 S. Tamiami Trail, #227, Sarasota FL 34231. Estab. 1986. (941)966-8912. Fax: (941)966-8914. E-mail: artlicensing@comcast.net. Web site: www.artlicensinginc.com; www.licensingcourse.com; www.out-of-the-blue.us. **Contact:** Michael Woodward, president. Creative Director: Maureen May. Estab. 1986. "We represent artists, photographers and creators who wish to establish a licensing program for their work. We are particularly interested in photographic images that we can license internationally across a range of products such as posters, prints, greeting cards, stationery, calendars, etc.

Needs Images must have commercial application for particular products. "We prefer concepts that have a unique look or theme and that are distinctive from the generic designs produced in-house by publishers and manufacturers. Images for prints and posters must be in pairs or sets of 4 or more with a regard for trends and color palettes related to the home décor market. Creating art brands is our specialty."

Payment & Terms "Our general commission rate is 50% with no expenses to the photographer as long as the photographer provides high-resolution scans."

Making Contact Send CD/photocopies, e-mail JPEGs or details of your Web site. Send SASE if you want material returned.

Tips "We require substantial portfolios of work that can generate good incomes, or concepts that have wide commercial appeal."

ART RESOURCE

536 Broadway, 5th Floor, New York NY 10012. (212)505-8700. Fax: (212)505-2053. E-mail: requests@artres.com. Web site: www.artres.com. **Contact:** Diana Reeve, general manager. Estab. 1970. Stock photo agency specializing in fine arts. Member of the Picture Archive Council of America (PACA). Has access to 3 million photos. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies, all other publishing.

Needs Wants photos of painting, sculpture, architecture *only*.

Specs Uses 8 × 10 b&w prints; 35mm, 4 × 5, 8 × 10 transparencies.

Payment & Terms Pays 50% commission. Average price per image (to client): \$185-10,000 for color photos. Negotiates fees below standard minimum prices. Offers volume discounts to customers; terms specified in photographer's contract. Discount sales terms not negotiable. Offers one-time rights, electronic media rights, agency promotion and other negotiated rights. Photo captions required.

Making Contact Send query letter with stock list.

Tips "We represent European fine art archives and museums in the US and Europe but occasionally represent a photographer with a specialty in photographing fine art."

ARTWORKS STOCK PHOTOGRAPHY

5045 Brennan Bend, Idaho Falls ID 83406. (208)523-1545. E-mail: photojournalistjerry@msn.com. **Contact:** Jerry Sinkovec, owner. Estab. 1984. News/feature syndicate. Has 100 million photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, calendar companies, postcard publishers.

Needs Wants photos of American Indians, ski action, ballooning, British Isles, Europe, Southwest scenery, disasters, environmental, landscapes/scenics, wildlife, adventure, events, food/drink, hobbies, performing arts, sports, travel, business concepts, industry, product shots/still life, science, technology/computers. Interested in documentary, fine art, historical/vintage, lifestyle.

Specs Uses 8 × 10 glossy color and/or b&w prints; 35mm, 2 1/4 × 2 1/4, 4 × 5 transparencies. Accepts images in digital format. Send via CD, Zip as JPEG files.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$125-800 for b&w photos; \$150-2,000 for color photos; \$250-5,000 for film and videotape. Negotiates fees below stated minimums depending on number of photos being used. Offers volume discounts to customers; terms not specified in photographers' contracts. Discount sales terms not negotiable. Works with photographers with or without a contract, negotiable. Offers nonexclusive contract. Charges 100% duping fee. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Does not inform photographers or allow them to negotiate when a client requests all rights. Model/property release preferred. Photo captions preferred.

Making Contact Send query letter with brochure, stock list, tearsheets. Provide résumé, business card. Portfolios may be dropped off every Monday. Agency will contact photographer for portfolio review if interested. Portfolio should include slides, tearsheets, transparencies. Works with freelancers on assignment only. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 20 images. Responds in 2 weeks. Catalog free with SASE.

ASIA IMAGES GROUP

15 Shaw Rd., #08-02, Teo Bldg., Singapore 367953. (65)6288-2119. Fax: (65)6288-2117. E-mail: info@asia-images.com. Web site: www.asia-images.com. **Contact:** Alexander Mares-Manton, founder and creative director. Estab. 2001. Stock agency. "We specialize in creating, distributing and licensing locally relevant Asian model-released lifestyle and business images. Our image collections reflect the visual trends, styles and issues that are current in Asia, home of the world's fastest growing economies. We have three major collections: Asia Images (rights managed); AsiaPix (royalty free); and PictureIndia (royalty free)." Clients include: advertising agencies, corporations, public relations firms, book publishers, calendar companies, magazine publishers.

Needs Wants photos of babies/children/teens, couples, families, parents, senior citizens, health/fitness/beauty, science, technology. "We are only interested in seeing images about or from Asia."

Specs Accepts images in digital format. "We want to see 72-dpi JPEGs for editing and 300-dpi TIFF files for archiving and selling."

Payment & Terms "We have minimum prices that we stick to unless many sales are given to one photographer at the same time." Works with photographers on image-exclusive contract basis only. "We need worldwide exclusivity for the images we represent, but photographers are encouraged to work with other agencies with other images." Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers one-time rights, electronic media rights. Model and property releases are required for all images.

Making Contact Send e-mail with 10-20 JPEGs of your best work. No minimum submissions. Responds only if interested; send nonreturnable samples.

Tips "Asia Images Group is a small niche agency specializing in images of Asia for both advertising and editorial clients worldwide. We are interested in working closely with a small group of photographers rather than becoming too large to be personable. When submitting work, please send 10-20 JPEGs in an e-mail and tell us something about your work and your experience in Asia."

AURORA PHOTOS

20-36 Danforth St., Suite 216, Portland ME 04101. (207)828-8787. Fax: (207)828-5524. E-mail: info@auroraphotos.com. Web site: www.auroraphotos.com. **Contact:** José Azel, owner. Estab. 1993. Stock agency, news/feature syndicate. Member of the Picture Archive Council of America (PACA). Has 500,000 photos in files. Clients include: advertising agencies, businesses, book publishers, magazine publishers, newspapers, calendar companies, postcard publishers.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, rural, adventure, events, sports, travel, agriculture, industry, military, political, science, technology/computers.

Specs Accepts digital submissions only; contact for specs.

Payment & Terms Pays 50% commission for film. Average price per image (to clients): \$225 minimum-\$30,000 maximum. Offers volume discounts to customers. Works with photographers on image-exclusive contract basis only. Statements issued monthly. Payment made monthly. Photographers allowed to review account records once/year. Offers one-time rights, electronic media rights. Model/property release required. Photo captions required.

Making Contact Contact through Web site form. Does not keep samples on file; does not return material. Responds in 1 month. Photo guidelines available after initial contact.

Tips "Review our Web site closely. List area of photo expertise/interest and forward a personal Web site address where your photos can be found."

AUSCAPE INTERNATIONAL

8/44-48 Bowral St., Bowral NSW 2576 Australia. (61) (024)861-6818. Fax: (61) (024)861-6838. E-mail: auscape@auscape.com.au. Web site: www.auscape.com.au. **Contact:** Sarah Tahourdin, director. Has 250,000 photos in files. Clients include: advertising agencies, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies.

Needs Wants photos of environmental, landscapes/scenics, wildlife, pets, health/fitness, medicine, model-released Australian lifestyle.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD or DVD as TIFF files at 300 dpi.

Payment & Terms Pays 50% commission for color photos. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Requires exclusive contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Charges scan fees for all transparencies scanned inhouse; all scans placed on Web site. Offers one-time rights. Photo captions required; include scientific names, common names, locations.

Making Contact Does not keep samples on file. Expects minimum initial submission of 200 images with monthly submissions of at least 50 images. Responds in 3 weeks to samples. Photo guidelines sheet free.

Tips "Send only informative, sharp, well-composed pictures. We are a specialist natural history agency and our clients mostly ask for pictures with content rather than empty-but-striking visual impact. There must be passion behind the images and a thorough knowledge of the subject."

AUSTRAL-INTERNATIONAL PHOTOGRAPHIC LIBRARY P/L

3 Wonoona Parade (East), Oatley NSW 2223 Australia. (61) (29)579-4154. Fax: (61) (29)580-3074. E-mail: info@australphoto.com.au. Web site: www.australphoto.com.au. **Contact:** Adrian Seaforth. Estab. 1952. Stock photo agency, picture library, news/feature syndicate. Has 2 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Interested in all categories of stock photography.

Specs Accepts images in digital format. Send via CD as TIFF, EPS, PICT, BMP, GIF, JPEG files at 600 dpi.

Payment & Terms Pays 50% commission for b&w and color photos and film. Average price per image (to clients): \$350 minimum for b&w photos; \$350 minimum for color photos. Enforces strict minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers with or without a contract, negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Statements issued monthly; payments made monthly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights, agency promotion rights. Does not inform photographers to negotiate when a clients requests all rights. Model/property release required. Photos captions required.

AUSTRALIAN PICTURE LIBRARY

Level 2/21 Parraween St., Cremorne NSW 2090 Australia. (61)(2)9080-1000. Fax: (61)(2)9080-1001. E-mail: editor@australianpicturelibrary.com.au. Web site: www.apl.com.au. **Contact:** Photo Editor. Estab. 1979. Stock photo agency and news/feature syndicate. Has over 1.5 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies.

- APL represents the entire Corbis collection in Australia.

Needs Wants photos of Australia—babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, entertainment, food/drink, health/fitness, humor, sports, travel, agriculture, business concepts, medicine, military, political, science, technology/computers. Interested in alternative process, avant garde, fashion/glamour, fine art, historical/vintage, lifestyle.

Specs Uses 35mm and large-format transparencies. Accepts images in digital format; high-res TIFF files of drum-scan quality, 35MB minimum (65MB preferred), 300 dpi. For initial review, low-res JPEGs may be submitted. Contact for details.

Payment & Terms Pays 50% commission. Offers volume discounts to customers. Works with photographers on contract basis only. Offers exclusive contract. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Photo captions required.

Making Contact Submit portfolio for review. Expects minimum initial submission of “enough high-quality material for us to select a minimum of 200 images,” with yearly submissions of at least 400 images. Responds in 1 month. Photo guidelines available on Web site. Catalog available. Market tips sheet distributed quarterly to agency photographers.

Tips Looks for formats larger than 35mm in travel, landscapes and scenics with excellent quality. “There must be a need within the library that doesn’t conflict with existing photographers too greatly. You must be an active, busy and extremely talented professional photographer who will contribute substantial quantities of material to the library each year.” Visit Web site and review guidelines before submitting.

BENELUX PRESS B.V.

Jacob v.d. Eyndestraat 73, P.O. Box 269, 2270 AG Voorburg, Voorburg 2274 XA Holland. (31)70-3871072. Fax: (31)70-3870355. E-mail: fotoverkoop@anp.n. Web site: www.beneluxpress.com. **Contact:** Els van Rest. Estab. 1975. Stock agency. International affiliate of the Picture Archive Council of America. Has 500,000 photos. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies, travel industry.

Needs Looking for photos of babies, children, couples, multicultural, families, parents, senior citizens, teens, disaster, environmental, landscapes/scenics, wildlife, beauty, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, computers, industry, medicine, science, technology/computers. Interested in avant garde, historical/vintage, seasonal.

Specs Accepts images in digital format.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$125 minimum. Enforces strict minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Offers exclusive contracts only. Statements issued monthly. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Model/property release required. Photo captions required; include as much information as possible.

Making Contact Send query letter with slides, prints, tearsheets, stock list. Expects minimum initial submission of 100 images; quarterly submissions of at least 50 images. Responds in about 2 months to samples. Photo subject sheet available.

Tips “Send us only material you think is saleable in our country. Give us as much information on the subject as possible.”

THE BERGMAN COLLECTION

Division of Project Masters, Inc., P.O. Box AG, Princeton NJ 08542-0872. (609)921-0749. Fax: (609)921-6216. E-mail: information@pmiprinceton.com. Web site: <http://pmiprinceton.com>. **Contact:** Victoria B. Bergman, vice president. Estab. 1980 (Collection established in the 1930s.) Stock agency. Has 20,000 photos in files. Clients include: advertising agencies, book publishers, audiovisual firms, magazine publishers.

Needs "Specializes in medical, technical and scientific stock images of high quality and accuracy."

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4 transparencies. Accepts images in digital format. Send via CD, floppy disk, Zip, e-mail as TIFF, BMP, JPEG files.

Payment & Terms Pays on commission basis. Works with photographers on contract basis only. Offers one-time rights. Model/property release required. Photo captions required; must be medically, technically, scientifically accurate.

Making Contact "Do not send unsolicited images. Call, write, fax or e-mail to be added to our database of photographers able to supply, on an as-needed basis, specialized images not already in the collection. Include a description of the field of medicine, technology or science in which you have images. We contact photographers when a specific need arises."

Tips "Our needs are for very specific images that usually will have been taken by specialists in the field as part of their own research or professional practice. A good number of the images placed by The Bergman Collection have come from photographers in our database."

BIOLOGICAL PHOTO SERVICE AND TERRAPHOTOGRAPHICS

P.O. Box 490, Moss Beach CA 94038. (650)359-6219. E-mail: bpsterra@pacbell.net. Web site: www.agpix.com/biologicalphoto. **Contact:** Carl W. May, photo agent. Stock photo agency. Estab. 1980. Has 80,000 photos in files. Clients include: ad agencies, businesses, book/encyclopedia publishers, magazine publishers.

Needs All subjects in the pure and applied life and earth sciences. Stock photographers must be scientists. Subject needs include: electron micrographs of all sorts; biotechnology; modern medical imaging; marine and freshwater biology; diverse invertebrates; organisms used in research; tropical biology; and land and water conservation. All aspects of general and pathogenic microbiology, normal human biology, petrology, volcanology, seismology, paleontology, mining, petroleum industry, alternative energy sources, meteorology and the basic medical sciences, including anatomy, histology, medical microbiology, human embryology and human genetics.

Specs Uses 4 x 5 through 11 x 14 glossy, high-contrast b&w prints for EM's; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. "Dups acceptable for rare and unusual subjects, but we prefer originals." Welcomes images in digital format as 50-100MB TIFF files.

Payment & Terms Pays 50% commission for b&w and color photos. General price range (for clients): \$75-500, sometimes higher for advertising uses. Works with photographers with or without a contract, but only as an exclusive agency. Photographers may market directly on their own, but not through other agencies or portals. Statements issued quarterly. Payment made quarterly; "one month after end of quarter." Photographers allowed to review account records to verify sales figures "by appointment at any time." Offers only rights-managed uses of all kinds; negotiable. Informs photographers and allows them veto authority when client requests a buyout. Model/property release required for photos used in advertising and other commercial areas. Thorough scientific photo captions required; include complete identification of subject and location.

Making Contact Interested in receiving work from newer, lesser-known scientific and medical photographers if they have the proper background. Send query letter with stock list, résumé of scientific and photographic background; include SASE for return of material. Responds in 2 weeks. Photo guidelines free with query, résumé and SASE. Tips sheet distributed intermittently to stock photographers only. "Non-scientists should not apply."

Tips "When samples are requested, we look for proper exposure, maximum depth of field, adequate visual information and composition, and adequate technical and general information in captions. Digital files should have image information in IPTC and EXIF fields. We avoid excessive overlap among our photographer/scientists. We are experiencing an ever-growing demand for photos covering environmental problems and solutions of all sorts—local to global, domestic and foreign. Our three greatest problems with potential photographers are: 1) inadequate captions; 2) inadequate quantities of *fresh* and *diverse* photos; 3) poor sharpness/depth of field/grain/composition in photos."

THE ANTHONY BLAKE PHOTO LIBRARY LTD.

20 Blades Court, Deodar Rd., London SW15 2NU United Kingdom. (44)(208)877-1123. Fax: (44)(208)877-9787. E-mail: info@abpl.co.uk; anna@abpl.co.uk. Web site: www.abpl.co.uk. **Contact:** Anna Weller. Estab. 1980. Has 200,000 photos in files. Clients include: advertising agencies, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies.

Needs Wants photos of food/drink. Other photo needs include people eating/drinking, vineyards (around the world).

Specs Accepts images in digital format. Send via CD or e-mail. "Please contact us for the file size and type required."

Payment & Terms Pays 50% commission. Average price per image (to clients): \$75-1,000 for film. Negotiates fees below standard minimum prices occasionally for bulk use. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Guaranteed subject exclusivity (within files). Contracts renew automatically with additional submissions. Statements issued quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred. Photo captions preferred.

Making Contact Call first. Send slides, tearsheets, transparencies. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 150 images. Responds in 1 month to samples. Photo guidelines available on Web site.

THE BRIDGEMAN ART LIBRARY

65 E. 93rd St., New York NY 10128. (212)828-1238. Fax: (212)828-1255. E-mail: newyork@bridgemanart.com. Web site: www.bridgemanart.com. **Contact:** Ed Whitley. Estab. 1972. Member of the Picture Archive Council of America (PACA). Has 250,000 photos in files. Has branch offices in London, Paris and Berlin. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Interested in fine art.

Specs Uses 4 × 5, 8 × 10 transparencies and 50MB+ digital files.

Payment & Terms Pays 50% commission for color photos. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Discount sales terms not negotiable. Works with photographers on contract basis only. Charges 100% duping fee. Statements issued quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights, agency promotion rights.

Making Contact Send query letter with photocopies, stock list. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 20 images. Responds only if interested; send nonreturnable samples. Catalog available.

BSIP

34 Rue Villiers-de-l'Isle-Adam, Paris 75020 France. (33)(143)58-6987. Fax: (33)(143)58-6214. E-mail: international@bsip.com. Web site: www.bsip.com. **Contact:** Barbara Labous. Estab. 1990. Member of Coordination of European Picture Agencies Press Stock Heritage (CEPIC). Has 80,000 downloadable high-res images online. Clients include: advertising agencies, book publishers, magazine publishers, newspapers.

Needs Wants photos of environmental, food/drink, health/fitness, medicine, science, nature and animals.

Specs Accepts images in digital format only. Send via CD or DVD as TIFF files at 330 dpi, 11 × 7.33 inches.

Payment & Terms Pays 50% commission for color photos. Offers volume discounts to customers; terms specified in photographers' contracts. Discount sales terms not negotiable. Works with photographers with or without a contract; negotiable. Offers guaranteed subject exclusivity. Contracts renew automatically with additional submissions for 5 years. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers one-time rights, electronic media rights, agency promotion rights. Model release required. Photo captions required.

Making Contact Send query letter. Portfolio may be dropped off every Monday through Friday. Keeps samples on file. Expects minimum initial submission of 50 images with monthly submissions of at least 20 images. Responds in 1 week to samples; 2 weeks to portfolios. Photo guidelines sheet available on Web site. Catalog free with SASE. Market tips sheet available.

CALIFORNIA VIEWS/MR. PAT HATHAWAY HISTORICAL PHOTO COLLECTION

469 Pacific St., Monterey CA 93940-2702. (831)373-3811. E-mail: hathaway@caviews.com. Web site: www.caviews.com. **Contact:** Mr. Pat Hathaway, photo archivist. Estab. 1970. Picture library; historical collection. Has 80,000 b&w images; 10,000 35mm color images in files. Clients include: advertising agencies, public relations firms, audiovisual firms, book/encyclopedia publishers, magazine publishers, museums, postcard companies, calendar companies, television companies, interior decorators, film companies.

Needs Historical photos of California from 1855 to today, including disasters, landscapes/scenics, rural, agricultural, automobiles, travel, military, portraits, John Steinbeck and Edward F. Ricketts.

Payment & Terms Payment negotiable. Offers volume discounts to customers.

Making Contact "We accept donations of California photographic material in order to maintain our position as one of California's largest archives. Please do not send unsolicited images." Does not keep samples on file; cannot return material.

 CAMERA PRESS LTD.

21 Queen Elizabeth St., London SE1 2PD United Kingdom. (44)(207)278-1300 or (44)(207)940-9123. Fax: (44)(207)278-5126. E-mail: editorial@camerapress.com or j.wald@camerapress.com. Web site: www.camerapress.com. **Contact:** Jacqui Ann Wald, editor. Quality syndication service and picture library. Clients include: advertising agencies, public relations firms, audiovisual firms, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies and TV stations. Clients principally press but also advertising, publishers, etc.

- Camera Press has a fully operational electronic picture desk to receive/send digital images via modem/ISDN lines, FTP.

Needs Always looking for celebrities, world personalities (e.g., politics, sports, entertainment, arts, etc.), news/documentary, scientific, human interest, humor, women's features. Interested in lifestyle. "All images now digitized."

Specs Accepts images in digital format as TIFF, JPEG files as long as they are a minimum of 300 dpi or 16MB.

Payment & Terms Standard payment term: 50% net commission. Statements issued every 2 months along with payments.

Tips "Camera Press, one of the oldest and most celebrated family-owned picture agencies, will celebrate its 60th anniversary in 2007. We represent some of the top names in the photographic world but also welcome emerging talents and gifted newcomers. We seek quality celebrity images; lively, colorful features which tell a story; and individual portraits of world personalities, both established and up-and-coming. Accurate captions are essential. Remember there is a big worldwide demand for premieres, openings and US celebrity-based events. Other needs include: scientific development and novelties; beauty, fashion, interiors, food and women's interests; humorous pictures featuring the weird, the wacky and the wonderful."

 CAMERIQUE INC. INTERNATIONAL

164 Regency Dr., Eagleville PA 19403. (888)272-4749. E-mail: camerique@earthlink.net. Web site: www.camerique.com. Representatives in Los Angeles, New York City, Montreal, Tokyo, Calgary, Buenos Aires, Rio de Janeiro, Amsterdam, Hamburg, Barcelona, Athens, Rome, Lisbon and Hong Kong. **Contact:** Christopher C. Johnson, photo director. Estab. 1973. Has 1 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies.

Needs Needs general stock photos, all categories. Emphasizes people, activities, all seasons. Always needs large-format color scenes from all over the world. No fashion shots.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies; b&w contact sheets; b&w negatives; "35mm accepted if of unusual interest or outstanding quality."

Payment & Terms Sometimes buys photos outright; pays \$10-25/photo. Also pays 50-60% commission for b&w or color after sub-agent commissions. General price range (for clients): \$300-500. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts are valid "indefinitely until canceled in writing." Charges 50% catalog insertion fee for advertising, CD and online services. Statements issued monthly. Payment made monthly; within 10 days of end of month. Photographers allowed to review account records. Offers one-time rights, electronic media and multi-rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required for people, houses, pets. Photo captions required; include "date, place, technical detail and any descriptive information that would help to market photos."

Making Contact Send query letter with stock list. Send unsolicited photos by mail with SASE for consideration. "Send letter first; we'll send our questionnaire and spec sheet. You must include correct return postage for your material to be returned." Tips sheet distributed periodically to established contributors.

Tips Prefers to see "well-selected, edited color on a variety of subjects. Well-composed, well lit shots, featuring contemporary styles and clothes. Be creative, selective, professional and loyal. Communicate openly and often." Review guidelines on Web site before submitting.

 CAPITAL PICTURES

85 Randolph Ave., London W9 1DL United Kingdom. (44)(207)286-2212. Fax: (44)(207)286-1218. E-mail: sales@capitalpictures.com. Web site: www.capitalpictures.com. Picture library. Has 500,000 photos in files. Clients include: advertising agencies, book publishers, magazine publishers, newspapers.

Needs Specializes in high-quality photographs of famous people (politics, royalty, music, fashion, film and television).

Specs High-quality digital format only. Send via CD, e-mail as JPEG files.

Payment & Terms Pays 50% commission for b&w and color photos, film, videotape. "We have our own price guide but will negotiate competitive fees for large quantity usage or supply agreements." Offers volume discounts to customers. Discount sales terms negotiable. Works with photographers with or without a contract; negotiable, whatever is most appropriate. No charges—only 50% commission for sales. Statements issued

monthly. Payment made monthly. Photographers allowed to review account records. Offers any rights they wish to purchase. Informs photographers and allows them to negotiate when client requests all rights "if we think it is appropriate." Photo captions preferred; include date, place, event, name of subject(s).

Making Contact Send query letter with samples. Agency will contact photographer for portfolio review if interested. Keeps samples on file. Expects minimum initial submission of 24 images with monthly submissions of at least 24 images. Responds in 1 month to queries.

CATHOLIC NEWS SERVICE

3211 Fourth St. NE, Washington DC 20017-1100. (202)541-3252. Fax: (202)541-3255. E-mail: photos@catholicnews.com. Web site: www.catholicnews.com. **Contact:** Nancy Wiechec, photos/graphics manager. Photo Associates: Bob Roller and Paul Haring. News service transmitting news, features, photos and graphics to Catholic newspapers and religious publishers.

Needs Timely news and feature photos related to the Catholic Church or Catholics, head shots of Catholic newsmakers or politicians, and other religions or religious activities, including those that illustrate spirituality. Also interested in photos of family life, modern lifestyles, teenagers, poverty, and active seniors.

Specs Prefers high-quality JPEG files, 8 x 10 at 200 dpi. If sample images are available online, send URL via e-mail; or send samples via CD.

Payment & Terms Pays \$75 for unsolicited news or feature photos accepted for one-time editorial use in the CNS photo service. Include full caption information. Unsolicited photos can be submitted via e-mail for consideration. Some assignments made, mostly in large U.S. cities and abroad, to experienced photojournalists; inquire about assignment terms and rates.

Making Contact Query by mail or e-mail; include samples of work. Calls are fine, but be prepared to follow up with letter and samples.

Tips "See our Web site for an idea of the type and scope of news covered. No scenic, still life, or composite images."

CHARLTON PHOTOS, INC.

3605 Mountain Dr., Brookfield WI 53045. (262)781-9328. Fax: (262)781-9390. E-mail: jim@charltonphotos.com. Web site: www.charltonphotos.com. **Contact:** James Charlton, director of research. Estab. 1981. Stock photo agency. Has 475,000 photos; 200 hours of video. Clients include: ad agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, calendar companies.

Needs "We handle photos of agriculture and pets."

Specs Uses color photos; 35mm, 2 1/4 transparencies, as well as digital.

Payment & Terms Pays 60/40% commission. Average price per image (to clients): \$500-650 for color photos. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Prefers exclusive contract, but negotiable based on subject matter submitted. Contracts renew automatically with additional submissions for 3 years minimum. Charges duping fee, 50% catalog insertion fee and materials fee. Statements issued monthly. Payment made monthly. Photographers allowed to review account records that relate to their work. Model/property release required for identifiable people and places. Photo captions required; include who, what, when, where.

Making Contact Query by phone before sending any material. Expects initial submission of 1,000 images. Responds in 2 weeks. Photo guidelines free with SASE. Market tips sheet distributed quarterly to contract freelance photographers; free with SASE.

Tips "Provide our agency with images we request by shooting a self-directed assignment each month. Visit our Web site."

CHINASTOCK

2506 Country Village, Ann Arbor MI 48103-6500. (734)996-1440. Fax: call for number. E-mail: decoxphoto@aol.com. Web site: www.denniscox.com. **Contact:** Dennis Cox, director. Estab. 1993. Stock photo agency. Has 60,000 photos in files. Has branch office in Beijing, China. Clients include: advertising agencies, public relations firms, book/encyclopedia publishers, magazine publishers, newspapers, calendar companies.

Needs Handles only photos of China (including Hong Kong and Taiwan), including tourism. Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, pets, religious, rural, automobiles, entertainment, events, food/drink, health/fitness/beauty, performing arts, sports, travel, agriculture, industry, medicine, military, political, science, technology/computers, cultural relics. Interested in documentary, historical/vintage. Needs hard-to-locate photos and exceptional images of tourism subjects.

Specs Uses 35mm, 2 x 2 transparencies, high-res digital files.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$125 minimum for b&w and color photos. Occasionally negotiates fees below standard minimum prices. "Prices are

based on usage and take into consideration budget of client." Offers volume discounts to customers. Costs are deducted from resulting sales. Photographers can choose not to sell images on discount terms. Works with photographers with or without a signed contract. "Will negotiate contract to fit photographer's and agency's mutual needs." Payment made quarterly. Photographers allowed to review account records. Offers one-time rights and electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions required; include where image was shot and what is taking place.

Making Contact Send query letter with stock list. "Let me know if you have unusual material." Keeps samples on file; include SASE for return of material. Agency is willing to accept 1 great photo and has no minimum submission requirements. Responds in 2 weeks. Market tips sheet available upon request.

Tips Agency "represents mostly veteran Chinese photographers and some special coverage by Americans. We're not interested in usual photos of major tourist sites. We have most of those covered. We need more photos of festivals, modern family life, joint ventures, and all aspects of Hong Kong and Taiwan."

BRUCE COLEMAN PHOTO LIBRARY

Bruce Coleman, Inc., 111 Brook St., 2nd Floor, Scarsdale NY 10583. (914)713-4821. Fax: (914)722-8347. E-mail: library@bciusa.com. Web site: www.bciusa.com. **Contact:** Norman Owen Tomalin, photo director. Estab. 1970. Stock photo agency. Has more than 1.5 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies, zoos (installations), TV.

Needs Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, pets, rural, adventure, hobbies, sports, travel, agricultural, business concepts, industry, product shots/still life, science, technology/computers.

Specs Accepts images in digital format.

Payment & Terms Pays 50% commission for color transparencies, digital files and b&w photos. Average price per image (to clients): \$125 minimum for color and b&w photos. Contracts renew automatically for 5 years. Statements issued quarterly. Payment made quarterly. Does not allow photographer to review account records; any deductions are itemized. Offers one-time rights. Model/property release preferred for people, private property. Photo captions required; include location, species, genus name, Latin name, points of interest.

Making Contact Send e-mail query with résumé and URL link or a CD portfolio. "A portfolio can be uploaded to our FTP server." Photo guidelines and technical specs available online.

Tips "We look for strong dramatic angles, beautiful light, sharpness. We like photos that express moods/feelings and show us a unique eye/style. We like work to be properly captioned; the digital file should contain all vital information regarding the photograph. We are asking for natural settings, dramatic use of light and/or angles. Photographs should not be contrived and should express strong feelings toward the subject. We advise photographers to shoot a lot and edit carefully, photograph what they really love, and follow our want lists."

EDUARDO COMESAÑA-AGENCIA DE PRENSA/BANCO FOTOGRAFICO

Av. Olleross 1850 4to. "F" C1426CRH Buenos Aires, Argentina. (54)(11)4771-9418. Fax: (54)(11)4771-0080. E-mail: info@comesana.com. Web site: www.comesana.com. **Contact:** Eduardo Comesaña, managing director. Estab. 1977. Stock agency, news/feature syndicate. Has 500,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, book publishers, calendar companies, magazine publishers.

Needs Wants photos of babies/children/teens, celebrities, couples, families, parents, disasters, environmental, landscapes/scenics, wildlife, education, adventure, entertainment, events, health/fitness, humor, performing arts, travel, agriculture, business concepts, industry, medicine, political, science, technology/computers. Interested in documentary, fine art, historical/vintage.

Specs Accepts images in digital format only. Send via CD, DVD as TIFF or JPEG files at 300 dpi; by e-mail in JPEG format only.

Payment & Terms Pays 50% commission for b&w or color photos. Offers volume discounts to customers; terms specified in photographer's contracts. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract; negotiable. Offers limited regional exclusivity. Contracts renew automatically with additional submissions. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model release preferred; property release required.

Making Contact Send query letter with tearsheets, stock list. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 200 images in low-res files with monthly submissions of at least 200 images. Responds only if interested; send nonreturnable samples.

CORBIS

902 Broadway, 3rd Floor, New York NY 10010. (212)777-6200. Fax: (212)533-4034. Web site: www.corbis.com. Estab. 1991. Stock agency, picture library, news/feature syndicate. Member of the Picture Archive Council of America (PACA). Corbis also has offices in London, Paris, Dusseldorf, Tokyo, Seattle, Chicago and Los Angeles. Clients include: advertising agencies, businesses, newspapers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies, businesses/corporations, media companies.

Making Contact "Please check the 'About Corbis' section of our Web site for current submission information."

SYLVIA CORDAIY LIBRARY LTD.

45 Rotherstone, Devizes, Wiltshire SN10 2DD United Kingdom. (44)01380728327. Fax: (44)01380728328. E-mail: info@sylvia-cordaiy.com. Web site: www.sylvia-cordaiy.com. Estab. 1990. Stock photo agency. Has 700,000 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of worldwide travel, wildlife, disasters, environmental issues. Specialist files include architecture, the polar regions, ancient civilizations, natural history, flora and fauna, livestock, domestic pets, veterinary, equestrian and marine biology, London and UK, transport railways, shipping, aircraft, aerial photography. Also interested in babies/children/teens, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, pets, religious, rural, adventure, sports, travel, agriculture, industry, military, product shots/still life, science, technology/computers. Interested in documentary, historical/vintage, seasonal. Handles the Paul Kaye archive of 20,000 b&w prints.

Specs Uses 35mm, medium- and large-format transparencies. Accepts images in digital format. Send via CD, floppy disk.

Payment & Terms Pays 50% commission for b&w and color images. Pay "varies widely according to publisher and usage." Offers volume discounts to customers. Works with photographers with or without a contract, negotiable. Offers nonexclusive contract, limited regional exclusivity. Charges for return postage. Payment made monthly. Statements only issued with payments. Photographers allowed to review account records. Offers one-time rights, electronic media rights. Model release preferred. Photo captions required; include location and content of image.

Making Contact Send query letter with samples, stock list. Provide CV (curriculum vitae), business card, self-promotion piece or tearsheets to be kept on file. Agency will contact photographer for portfolio review if interested. Portfolio should include transparencies. Keeps samples on file; include SAE for return of material. Expects minimum initial submission of 100 images. Responds in 2 weeks. Photo guidelines sheet free with SAE.

Tips "Send SAE, location of images list, and brief details of previous experience."

CREATIVE STOCK IMAGES

Storgata 11, Postbox 1184, Bodø 8001 Norway. (474)147-4317. Fax: (479)400-6307. E-mail: info@crestock.com. Web site: www.crestock.com. **Contact:** Tormod Rossavik, promotional manager. Estab. 2005. Stock agency. "Crestock is a community-based, royalty-free microstock agency. We maintain a growing, high-quality image archive." Has 50,000 photos in files. Clients include advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, lifestyle, seasonal.

Specs Accepts images in digital format. Upload via Web site as JPEG, EPS, AI, Flash animations.

Payment/Terms Pays 20-30% commission. Average price per image to customer: \$10. Enforces strict minimum prices. Works with photographers on contract basis only. Nonexclusive contract. Statements issued continually. Payments made on request. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights, agency promotion rights. Model/property release required. Captions required.

Making Contact Register at Web site and submit photos for approval. Responds in 1 week. Catalog available online.

Tips "Thoroughly review your photographs before submitting. Submit only the best you have, and add relevant search keywords to each image submitted."

■ CUSTOM MEDICAL STOCK PHOTO

The Custom Medical Bldg., 3660 W. Irving Park Rd., Chicago IL 60618. (773)267-3100. Fax: (773)267-6071. E-mail: sale@cmsp.com. Web site: www.cmsp.com. **Contact:** Mike Fisher and Henry Schleichkorn, medical archivists. Member of Picture Archive Council of America (PACA). Clients include: advertising agencies, magazines, journals, textbook publishers, design firms, audiovisual firms, hospitals, Web designers—all commercial and editorial markets that express interest in medical and scientific subject area.

Needs Wants photos of biomedical, scientific, healthcare environmentals and general biology for advertising illustrations, textbook and journal articles, annual reports, editorial use and patient education.

Specs "Accepting only digital submissions. Go online to www.cmsp.com/cmspweb/images for information about contacting us before submitting images, and image specifications."

Payment & Terms Pays per shot or commission. Per-shot rate depends on usage. Commission: 30-40% on domestic leases; 30% on foreign leases. Works with photographers on contract basis only. Offers guaranteed subject exclusivity contract. Contracts of 5-7 years. Royalty-free contract available. Administrative costs charged based on commission structure. Statements issued bimonthly. Payment made bimonthly. Credit line given if applicable, at client's discretion. Offers one-time, electronic media and agency promotion rights; other rights negotiable. Informs photographers but does not permit them to negotiate when a client requests all rights.

Making Contact Send query letter with list of stock photo subjects or check contributor Web site. Call for address and submission packet. "Do not send uncaptioned, unsolicited photos by mail." Responds in 1 month on average. Photo guidelines available on Web site. Monthly want list available to contributors only. Model/property release required.

Tips "Our past want lists are a valuable guide to the types of images requested by our clients. Past want lists are available on the Web. Environmentals of researchers, hi-tech biomedicine, physicians, nurses and patients of all ages in situations from neonatal care to mature adults are requested frequently. Almost any image can qualify to be medical if it touches an area of life: breakfast, sports, etc. Trends also follow newsworthy events found on newswires. Photos should be good, clean images that portray a single idea, whether it is biological, medical, scientific or conceptual. Photographers should possess the ability to recognize the newsworthiness of subjects. Puttogether a minimum of 10 images for submission. Contributing to our agency can be very profitable if a solid commitment can exist."

■ DDB STOCK PHOTOGRAPHY, LLC

P.O. Box 80155, Baton Rouge LA 70898. (225)763-6235. Fax: (225)763-6894. E-mail: info@ddbstock.com. Web site: www.ddbstock.com. **Contact:** Douglas D. Bryant, president. Estab. 1970. Stock photo agency. Member of American Society of Picture Professionals. Currently represents 115 professional photographers. Has 500,000 photos in files. Clients include: travel industry, ad agencies, audiovisual firms, book/encyclopedia publishers, magazine publishers, CD-ROM publishers, large number of foreign publishers.

Needs Specializes in picture coverage of Latin America with emphasis on Mexico, Central America, South America, the Caribbean Basin and Louisiana. Eighty percent of picture rentals are for editorial usage. Important subjects include agriculture, anthropology/archeology, art, commerce and industry, crafts, education, festivals and ritual, geography, history, indigenous people and culture, museums, parks, political figures, religion, scenes, sports and recreation, subsistence, tourism, transportation, travel and urban centers. Also uses babies/children/teens, couples, multicultural, families, parents, senior citizens, architecture, rural, adventure, entertainment, events, food/drink, health/fitness, performing arts, business concepts, industry, medicine, military, science, technology/computers.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD as TIFF files at 2,800 dpi. "Will review low-res digital subs from first-contact photographers."

Payment & Terms Pays 50% commission for color photos; 30% on foreign sales through foreign agents. Payment rates: \$200-18,000 for color photos. Average price per image (to clients): \$250 for color photos. Offers volume discount to customers; terms specified in photographers' contracts. 3-year initial minimum holding period after which all slides can be demanded for return by photographer. Statements issued quarterly. Payment made quarterly. Does not allow photographers to review account records to verify sales figures. "We are a small agency and do not have staff to oversee audits." Offers one-time, electronic media, world and all language rights. Model/property release preferred for ad set-up shots. Photo captions required; include location and detailed description. "We have a geographic focus and need specific location info on captions."

Making Contact Interested in receiving work from professional photographers who regularly visit Latin America. Send query letter with brochure, tearsheets, stock list. Expects minimum initial submission of 300 images with yearly submissions of at least 500 images. Responds in 6 weeks. Photo guidelines available on Web site. Tips sheet updated continually on Web site.

Tips "Speak Spanish and spend 1 to 6 months shooting in Latin America every year. Follow our needs list closely. Shoot Fuji, Velvia or Provia transparency film and cover the broadest range of subjects and countries. We have an active duping and digitizing service where we provide European and Asian agencies with images

they market in film and on CD. The Internet provides a great delivery mechanism for marketing stock photos and we have digitized and put up thousands on our Web site. We have 10,000 high-res downloadable TIFFs on our e-commerce site. Edit carefully. Eliminate any images with focus, framing or exposure problems. The market is far too competitive for average pictures and amateur photographers. Review guidelines for photographers on our Web site. Include coverage from at least 3 Latin American countries or 5 Caribbean Islands. No one-time vacation shots! Send only subjects in demand listed on Web site."

DESIGN CONCEPTIONS

112 Fourth Ave., New York NY 10003. (212)254-1688. Fax: (212)533-0760. **Contact:** Joel Gordon. Estab. 1970. Stock photo agency. Has 500,000 photos in files. Clients include: book/encyclopedia publishers, magazine publishers, advertising agencies.

Needs "Real people." Also interested in children/teens, couples, families, parents, senior citizens, events, health/fitness, medicine, science, technology/computers. **Not interested in photos of nature.** Interested in documentary, fine art.

Specs Accepts images in digital format only. Send via CD as JPEG files (low-res for first review) with 1 PTC or meta data info.

Payment & Terms Pays 50% commission for photos. Average price per image (to clients): \$200-250 minimum for b&w and color photos. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers with or without a contract. Offers limited regional exclusivity, nonexclusive. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers one-time electronic media and agency promotion rights. Informs photographer when client requests all rights. Model/property release preferred. Photo captions preferred.

Making Contact Call first to explain range of files. Arrange personal interview to show portfolio or CD. Send query letter with samples.

Tips Looks for "real people doing real, not set-up, things."

DINODIA PHOTO LIBRARY

13-15 Vithoba Lane, Vithalwadi, Kalbadevi, Bombay 400 002 India. (91)(22)2240-4126. Fax: (91)(22)2240-1675. E-mail: jagdish@dinodia.com. Web site: www.dinodia.com. **Contact:** Jagdish Agarwal, founder. Estab. 1987. Stock photo agency. Has 500,000 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environment, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Specs "At the moment we are only accepting digital. Initially it is better to send a few nonreturnable printed samples for our review."

Payment & Terms Pays 50% commission for b&w and color photos. General price range (to clients): US \$50-600. Negotiates fees below stated minimum prices. Offers volume discounts to customers; inquire about specific terms. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers limited regional exclusivity; "Prefer exclusive for India." Contracts renew automatically with additional submissions for 5 years. Statement issued monthly. Payment made monthly. Photographers permitted to review sales figures. Informs photographers and allows them to negotiate when client requests all rights. Offers one-time rights. Model release preferred. Photo captions required.

Making Contact Send query letter with résumé of credits, nonreturnable samples, stock list and SASE. Responds in 1 month. Photo guidelines free with SASE. Dinodia news distributed monthly to contracted photographers.

Tips "We look for style—maybe in color, composition, mood, subject matter, whatever—but the photos should have above-average appeal." Sees trend that "market is saturated with standard documentary-type photos. Buyers are looking more often for stock that appears to have been shot on assignment."

DK STOCK, INC.

75 Maiden Lane, Suite 319, New York NY 10038. (212)405-1891. Fax: (212)405-1890. E-mail: david@dkstock.com. Web site: www.dkstock.com. **Contact:** David Deas, photo editor. Estab. 2000. "A multicultural stock photo company based in New York City, and the first company to launch a fully searchable multiethnic Web site and publish an African-American stock photography catalog. Prior to launching DK Stock, its founders worked for years in the advertising industry as a creative team specializing in connecting clients to the \$1.6 trillion ethnic market. This market is growing, and DK Stock's goal is to service it with model-released, well composed,

professional imagery.” Member of the Picture Archive Council of America (PACA). Has 10,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies.

Needs “Looking for contemporary lifestyle images that reflect the black and Hispanic diaspora.” Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, education, adventure, entertainment, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, science, technology/computers. Interested in historical/vintage, lifestyle. “Images should include models of Hispanics and/or people of African descent. Images of Caucasian models interacting with black and/or Hispanic people can also be submitted. Be creative, selective and current. Visit Web site to get an idea of the style and range of representative work. E-mail for a current copy of ‘needs list.’ ”

Specs Uses 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi, 50MB.

Payment & Terms Pays 50% commission for b&w or color photos. Average price per image (to clients): \$100-15,000 for b&w photos or color photos. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers’ contracts. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 5 years. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Model/property release required. Photo captions optional.

Making Contact Send query letter with slides, prints, photocopies, tearsheets, transparencies. Portfolio may be dropped off every Monday-Friday. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 50 images with 5 times/year submissions of at least 25 images. Responds in 2 weeks to samples, portfolios. Photo guidelines free with SASE. Catalog free with SASE.

Tips “We love working with talented people. If you have 10 incredible images, let’s begin a relationship. Also, we’re always looking for new and upcoming talent as well as photographers who can contribute often. There is an increasing demand for lifestyle photos of multicultural people. Our clients are based in the Americas, Europe, Asia and Africa. Be creative, original and technically proficient.”

DRK PHOTO

100 Starlight Way, Sedona AZ 86351. (928)284-9808. Fax: (928)284-9096. Web site: www.drkphoto.com. **Contact:** Daniel R. Krasemann, president. “We handle only the personal best of a select few photographers—not hundreds. This allows us to do a better job aggressively marketing the work of these photographers.” Member of Picture Archive Council of America (PACA) and American Society of Picture Professionals (ASPP). Clients include: ad agencies; PR and AV firms; businesses; book, magazine, textbook and encyclopedia publishers; newspapers; postcard, calendar and greeting card companies; branches of the government; and nearly every facet of the publishing industry, both domestic and foreign.

Needs “Especially need marine and underwater coverage.” Also interested in S.E.M.’s, African, European and Far East wildlife, and good rainforest coverage.

Specs Prefers digital capture. Uses 35mm, 2¼×2¼, 4×5 transparencies; hi-res digital scans.

Payment & Terms Pays 50% commission for color photos. General price range (to clients): \$100-“into thousands.” Works with photographers on contract basis only. Contracts renew automatically. Statements issued quarterly. Payment made quarterly. Offers one-time rights; “other rights negotiable between agency/photographer and client.” Model release preferred. Photo captions required.

Making Contact “With the exception of established professional photographers shooting enough volume to support an agency relationship, we are not soliciting open submissions at this time. Those professionals wishing to contact us in regards to representation should query with a brief letter of introduction.”

DW STOCK PICTURE LIBRARY (DWSPL)

108 Beecroft Rd., Beecroft, New South Wales 2119 Australia. (61)(02)9869-0717. E-mail: info@dwpicture.com.au. Web site: www.dwpicture.com.au. Estab. 1997. Has more than 200,000 photos on file and 30,000 online. “Strengths include African wildlife, Australia, travel, horticulture, agriculture, people and lifestyles.” Clients include: advertising agencies, designers, printers, book publishers, magazine publishers, calendar companies.

Needs Wants photos of babies/children/teens, families, parents, senior citizens, disasters, gardening, pets, rural, health/fitness, travel, industry. Interested in lifestyle.

Specs Accepts images in digital format. Send as low-res JPEG files via CD.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$200 for color photos. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Statements issued quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model release preferred. Photo captions required.

Making Contact Send query letter with images; include SASE if sending by mail. Expects minimum initial submission of 200 images. Responds in 2 weeks to samples.

E & E PICTURE LIBRARY

Beggars Roost, Woolpack Hill, Brabourne Lees, Ashford, Kent TN25 6RR United Kingdom. E-mail isobel@picture-library.freereserve.co.uk. Web site: www.heritage-images.com (go to E & E Image Library); www.eemages.co.uk; www.eemages.com; <http://picture-library.mysite.wanadoo-members.co.uk>. **Contact:** Isobel Sinden. Estab. 1998. Member of BAPLA (British Association of Picture Libraries and Agencies). Has 130,000 images on file. Clients include: advertisers/designers, businesses, book publishers, magazine publishers, newspapers, calendar/card companies, merchandising, TV.

Needs Faith/religious/spiritual images worldwide, buildings, heritage, clergy, festivals, ceremony, objects, places, food, ritual, monks, nuns, stained glass, carvings. Mormons, Shakers, all groups/sects, large or small. Biblelands. Death, burial, funerals, graves, gravediggers, green burial. Festivals. Curiosities, unusual oddities like follies, signs, symbols. Architecture, religious or secular, commemorative, i.e., VIPs. Manuscripts and illustrations, old and new, linked with any of the subjects above. Interested in documentary, fine art, historical/vintage, seasonal.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send via CD, JPEG files.

Payment & Terms Average price per image (to clients): \$140-200 for color photos. Offers volume discounts to customers. Works with photographers on contract basis for 5 years, offering exclusive/nonexclusive contract renewable automatically with additional submissions. Offers one-time rights. Model release where necessary. Photo captions very important and must be accurate. Include what, where, any special features or connections, name, date (if possible), and religion.

Making Contact Send query letter with slides, tearsheets, transparencies/CD. Expects minimum initial submission of 40 images. Responds in 2 weeks. Photo guidelines sheet and "wants list" available via e-mail.

Tips "Decide on subject matter. *Get in close and then closer.* Exclude all extraneous objects. Fill the frame. Dynamic shots. Interesting angles, light. No shadows or miniscule objects far away. Tell us what is important about the picture. Don't get people in shot unless they have a role in the proceedings as in a festival or service, etc."

ECOSCENE

Empire Farm, Throop Rd., Templecombe Somerset BA8 0HR United Kingdom. (44)(196)337-1700. E-mail: sally@ecoscene.com. Web site: www.ecoscene.com. **Contact:** Sally Morgan, director. Estab. 1988. Picture library. Has 80,000 photos in files. Clients include: advertising agencies, businesses, book/encyclopedia publishers, magazine publishers, newspapers, Internet, multimedia.

Needs Wants photos of disasters, environmental, energy issues, sustainable development, wildlife, gardening, rural, health/fitness, agriculture, medicine, science, pollution, industry, energy, indigenous peoples.

Specs Accepts digital submissions only. Send via CD as 48MB (minimum) TIFF files at 300 dpi.

Payment & Terms Pays 55% commission for color photos. Average price per image (to clients): \$90 minimum for color photos. Negotiates fees below stated minimum prices, depending on quantity reproduced by a single client. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions, 4 years minimum. Statements issued quarterly. Payment made quarterly. Offers one-time and electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions required; include location, subject matter, and common and Latin names of wildlife and any behavior shown in pictures.

Making Contact Send query letter with résumé of credits. Digital submissions only. Keeps samples on file; include SASE for return of material. Expects minimum initial submission of 100 images with annual submissions of at least 100 images. Responds in 3 weeks. Photo guidelines free with SASE. Market tips sheets distributed quarterly to anybody who requests, and to all contributors.

Tips Photographers should have a "neat presentation and accurate, informative captions. Images must be tightly edited with no fillers. Photographers must be critical of their own work and check out the Web site to see the type of image required. Substandard work is never accepted, whatever the subject matter. Enclose return postage."

EDUCATIONAL IMAGES

Tamar View/Blindwell Hill, Millbrook, Torpoint, Cornwall PL10 1B6 United Kingdom. E-mail: enquiries@educationalimages.co.uk. Web site: www.educationalimages.co.uk. Estab. 1998. Has 8,000 photos in files. Clients include: book publishers, magazine publishers.

Needs Wants photos of babies/children/teens, environmental, landscapes/scenics, wildlife, education, religious, travel, science, technology/computers. Interested in historical/vintage.

Specs Uses 4×6, 5×7, 8×10 glossy color and/or b&w prints; 35mm, 2 1/4×2 1/4 transparencies.

Payment & Terms Pays 50% commission for photos. Average price per image (to clients): \$60-600 for b&w or color photos. Enforces minimum prices. Offers volume discounts to customers. Terms specified in photographer's contract. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Photographers allowed to review account records. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred. Photo captions preferred.

Making Contact Send query letter with résumé, tearsheets. Provide résumé, self-promotion piece to be kept on file. Expects minimum initial submission of 50 images. Responds in 2 weeks. Photo guidelines sheet free with SASE. Market tips sheet available regularly for contracted photographers.

Tips "Check that it meets agency requirements before submission. Potential contributors from North America should make initial contact by e-mail. Do *not* send photos with U.S. stamps for return—they can't be used here."

EMPICS

(formerly Empics Sports Photo Agency), Pavilion House, 16 Castle Blvd., Nottingham NG7 1FL United Kingdom. (44)(115)844-7447. Fax: (44)(115)844-7448. E-mail: info@empics.com. Web site: www.empics.com. Picture library. Has over 3 million news, sports and entertainment photos (from around the world, past and present) online. Clients include: advertising agencies, newspapers, public relations firms, book publishers, magazine publishers, web publishers, television broadcasters, sporting bodies, rights holders.

Needs Wants photos of news, sports and entertainment.

Specs Uses glossy or matte color and/or b&w prints; 35mm transparencies. Accepts the majority of images in digital format.

Payment & Terms Negotiates fees below stated minimums. Offers volume discounts to customers. Works with photographers on contract basis only. Rights offered varies.

Making Contact Send query letter or e-mail. Does not keep samples on file; cannot return material.

ENVISION

27 Hoppin Rd., Newport RI 02840. (401)619-1500 or (800)524-8238. E-mail: envision@att.net. Web site: www.envision-stock.com. **Contact:** Sue Pashko, director. Estab. 1987. Stock photo agency. Member of the Picture Archive Council of America (PACA). Has 200,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, calendar and greeting card companies, graphic design firms.

Needs Professional-quality photos of food, commercial food processing, fine dining, crops. Model-released images of people interacting with food and produce in any way.

Specs Accepts images in digital format: 50MB files, Adobe 1998 RGB, 300 dpi.

Payment & Terms Pays 50% commission for b&w and color photos and film. General price range (to clients): \$200-25,000 for b&w photos; \$200-25,000 for color photos. Works with photographers on contract basis only. Statements issued monthly. Payment made monthly. Offers one-time rights; "each sale individually negotiated—usually one-time rights." Model/property release required. Photo captions required.

Making Contact Present portfolio online or arrange for low-res scans to be reviewed on disk. Regular submissions are mandatory. Responds in 1 month.

Tips "Clients expect the very best in professional-quality material. Photos that are unique, taken with a very individual style. Demands for traditional subjects *but* with a different point of view; African- and Hispanic-American lifestyle photos are in great demand. We have a need for model-released, professional-quality photos of people with food—eating, cooking, growing, processing, etc."

ESTOCK PHOTO, LLC

1170 Broadway, 9th Floor, New York NY 10001. (800)284-3399. Fax: (212)545-1185. E-mail: sales@estockphoto.com. Web site: www.estockphoto.com. **Contact:** Laura Diez, president. Member of Picture Archive Council of America (PACA). Has over 1 million photos in files. Clients include: ad agencies, public relations and AV firms; businesses; book, magazine and encyclopedia publishers; newspapers, calendar and greeting card companies; textile firms; travel agencies and poster companies.

Needs Wants photos of travel, destination, people, lifestyles, business.

Specs Uses 35mm, medium-format, 4×5 transparencies. Accepts images in digital format.

Payment & Terms Price depends on quality and quantity. Usually pays 50% commission. General price range (to clients): \$125-6,500. Works with photographers on contract basis only. Offers exclusive and limited regional exclusive contracts. Contracts renew automatically for 3 years. Offers to clients "any rights they want to have; payment is calculated accordingly." Statements issued bimonthly and quarterly. **Payment made bimonthly and quarterly.** Photographers allowed to review account records to verify their sales figures. Offers one-time

and electronic media rights. Informs photographers and allows them to negotiate when client requests all rights; some conditions. Model release required; "depends on subject matter." Photo captions preferred.

Making Contact Send query letter with samples—"about 100 is the best way." Send query letter with list of stock photo subjects or submit portfolio for review. Response time depends; often the same day. Photo guidelines free with SASE.

Tips "Photos should show what the photographer is all about. They should show technical competence—photos that are sharp, well-composed, have impact; if color, they should show color."

ETHNO IMAGES, INC.

189 Third St., Suite A112, Oakland CA 94607. (510)433-0766. E-mail: admin@mail.ethnoimages.com. Web site: www.ethnoimages.com. **Contact:** Troy A. Jones, CEO/president; T. Lynn Jones, COO. Estab. 1999. Since its inception, Ethno Images has become the resource of choice for multicultural imagery. The Ethno collection contains lifestyle-driven images spanning traditional to contemporary to cutting edge. Clients are marketing professionals in the communications industry, including advertising agencies, public relations firms, book and magazine publishers and printing companies.

Needs Wants multicultural images representing lifestyles, families, teenagers, children, couples, celebrities, sports and business. "We specialize in ethnic images representing minorities and multicultural groups."

Specs Digital submissions only. Send digital images via CD, Zip as TIFF, JPEG files at 300 dpi (at least 48MB).

Payment & Terms Pays 50% commission for b&w or color photos. Average price per image (to clients): \$300. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract and freelance basis. Offers nonexclusive contract. Payment made monthly. Model release required; property release preferred. Photo captions required.

Making Contact E-mail us and send low-resolution files or a Web address for review. Photo guidelines and a current needs list provided upon request.

Tips "Caption each image and provide contact information. Prefer initial submissions on CD-ROM in JPEG format or TIFF format. Call or e-mail for more information."

EUREKA-SLIDE

3 av Th. Frissen, Brussels B-1160 Belgium. (32)(02)372-2702. Fax: (32)(02)372-2707. E-mail: info@eurekaslide.com. Web site: www.eurekaslide.com. **Contact:** Sylvie De Leu, director. Estab. 1985. Has 300,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies.

Needs Wants photos of babies, children, couples, multicultural, families, parents, senior citizens, teens, disasters, environmental, landscapes/scenics, wildlife, architecture, beauty, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, buildings, business concepts, computers, industry, medicine, military, political product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send via CD, Jaz as JPEG files at 300 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$150 minimum-\$200 maximum for color photos. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographer's contracts. Works with photographers on contract basis only. Offers limited regional exclusivity. Statements issued semiannually. Payment made semiannually. Photographers allowed to review account records in cases of discrepancies only. Model/property release required. Photo captions required.

Making Contact Contact through rep. Send query letter with résumé. Expects minimum initial submission of 50 images.

Tips "Before sending, call us."

EWING GALLOWAY INC.

P.O. Box 343, Oceanside NY 11572. (516)764-8620. E-mail: ewinggalloway@aol.com. **Contact:** Janet McDermott, photo editor. Estab. 1920. Stock photo agency. Member of Picture Archive Council of America (PACA), American Society of Media Photographers (ASMP). Has 3 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies, religious organizations.

Needs General subject library. Does not carry personalities or news items. Lifestyle shots (model released) are most in demand.

Specs Uses 8 x 10 glossy b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies.

Payment & Terms Pays 30% commission for b&w photos; 50% for color photos. General price range: \$400-

450. Charges catalog insertion fee of \$400/photo. Statements issued monthly. Payment made monthly. Offers one-time rights; also unlimited rights for specific media. Model/property release required. Photo captions required; include location, specific industry, etc.

Making Contact Send query letter with samples. Send unsolicited photos by mail for consideration; must include SAE with return postage. Responds in 3 weeks. Photo guidelines available for SASE. Market tips sheet distributed monthly; SASE required.

Tips Wants to see "high quality—sharpness, subjects released, shot only on best days—bright sky and clouds. Medical and educational material is currently in demand. We see a trend toward photography related to health and fitness, high-tech industry and mixed race in business and leisure."

EYE UBIQUITOUS/HUTCHINSON

(formerly Eye Ubiquitous), 65 Brighton Rd., Shoreham, West Sussex BN43 6RE United Kingdom. (440)(127)344-0113. Fax: (440)(127)344-0116. E-mail: library@eyeubiquitous.com. Web site: www.eyeubiquitous.com. **Contact:** Stephen Rafferty, library manager. Estab. 1988. Picture library. Has 300,000 photos in files. Clients include: ad agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, television companies.

Needs Wants photos of worldwide social documentary and general stock.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies; Fuji and Kodak film.

Payment & Terms Pays 40% commission. Offers volume discounts to customers; inquire about specific terms. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers exclusive, limited regional exclusivity and nonexclusive contracts. Contracts renew automatically with additional submissions. Charges to photographers "discussed on an individual basis." Payment made quarterly. Photographers allowed to review account records. Buys one-time, electronic media and agency promotion rights; negotiable. Does not inform photographers or allow them to negotiate when client requests all rights. Model/property release preferred for people, "particularly Americans." Photo captions required; include where, what, why, who.

Making Contact Submit portfolio for review. Works with local freelancers only. Keeps samples on file. Include SASE for return. No minimum number of images expected in initial submission, but "the more the better." Responds as time allows. Photo guidelines free with SASE. Catalog free with SASE. Market tips sheet distributed to contributors "when we can"; free with SASE.

Tips "Find out how picture libraries operate. This is the same for all libraries worldwide. Amateurs can be very good photographers but very bad at understanding the industry after reading some irresponsible and misleading articles. Research the library requirements."

FFOTOGRAFF

10 Kyveilog St., Cardiff, Wales CF11 9JA United Kingdom. (44)(2920)236879. E-mail: ffotograff@easynet.co.uk. Web site: www.ffotograff.com. **Contact:** Patricia Aithie, owner. Estab. 1988. Picture library. Has 200,000 photos in files. Clients include: businesses, book publishers, magazine publishers, newspapers.

Needs Wants photos of Middle and Far East countries, Africa and Central America, and the Worlds Islands—multicultural, environmental, landscapes/scenics, architecture, cities/urban, religious, agriculture.

Specs Uses 35mm, 2¼ × 2¼ transparencies only.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$60-500 for color photos (transparencies only). Negotiates fees around market rate. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions "as long as the slides are kept by us." Statements issued when a sale is made. Offers one-time rights. Photo captions required.

Making Contact Contact by telephone or send query letter with résumé, slides; or "e-mail us with countries covered—color transparencies only, no JPEG files, please." Does not keep samples on file; include SAE/IRC for return of material. Responds in 2 weeks to samples.

Tips "Send interesting, correctly focused, well exposed transparencies that suit the specialization of the library. We are interested in images concerning Middle East and Far East countries, Australia, China, Africa and Central America, and the Worlds Islands; general travel images, arts, architecture, culture, landscapes, people, cities, and everyday activities. Photographers with a UK address preferred."

THE FLIGHT COLLECTION

Reed Business Information, Quadrant House, The Quadrant, Sutton, Surrey SM2 5AS United Kingdom. (44)(208)652-8888. Fax: (44)(208)652-8933. E-mail: qpl@rbi.co.uk. Web site: www.theflightcollection.com.

Contact: Kim Hearn. Estab. 1983. Has 1 million photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of aviation.

Specs Still accepts all transparency film sizes: Send a sample of 50 for viewing. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$50-150 for color photos. Enforces minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions, no specific time. Statements issued monthly. Payment made monthly. Offers one-time rights. Model/property release required. Photo captions required; include name, subject, location, date.

Making Contact Send query letter with transparencies or CD. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 50 images. Responds in 2 weeks to samples. Photo guidelines sheet free via e-mail.

Tips "Caption slides/images properly. Provide a list of what's submitted."

FOCUS NEW ZEALAND PHOTO LIBRARY LTD.

Box 84-153, Westgate, Auckland 1250 New Zealand. (64)(9)4115416. Fax: (64)(9)4115417. E-mail: photos@focusnzphoto.co.nz. Web site: www.focusnzphoto.co.nz. **Contact:** Brian Moorhead, director. Estab. 1985. Stock agency. Has 40,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies, electronic graphics.

Needs Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, architecture, cities/urban, education, rural, adventure, events, health/fitness/beauty, hobbies, performing arts, sports, travel, agriculture, business concepts, industry, science, technology/computers. Interested in seasonal. Also needs New Zealand, Australian and South Pacific images.

Specs Uses 35mm, medium-format and up to full-frame panoramic 6×17 transparencies. Accepts images in digital format, RGB, TIFF, 300 dpi, A4 minimum.

Payment & Terms Pays 50% commission. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time, electronic media and agency promotion rights. Model/property release preferred. Photo captions required; include exact location, content, details, releases, date taken.

Making Contact Send query letter. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 100 images with yearly submissions of at least 100-200 images. Responds in 3 weeks to samples. Photo guidelines sheet free with SASE or by e-mail. Catalog free on Web site. Market tips sheet available by mail or e-mail to contributors only.

Tips "Only submit original, well-composed, well-constructed, technically excellent work, fully captioned."

FOODPIX

Jupiter Images, 99 Pasadena Ave., South Pasadena CA 91030. (800)764-7427. E-mail: cleee@jupiterimages.com. Web site: www.jupiterimages.com. **Contact:** Cheryl Lee. Estab. 1994. Stock agency. Member of the Picture Archive Council of America (PACA). Has 40,000 photos in files. Clients include: advertising agencies, businesses, newspapers, book publishers, calendar companies, design firms, magazine publishers.

Needs Wants food, beverage and food/lifestyle images.

Specs Accepts analog and digital images. Review and complete the Online Submission Questionnaire on the Web site before submitting work.

Payment & Terms Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Offers exclusive contract only. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Model/property release required. Photo captions required.

Making Contact Send query letter with tearsheets. Expects maximum initial submission of 50 images. Responds in 1 month. Catalog available.

FOTO-PRESS TIMMERMANN

Speckweg 34A, D-91096 Moehrendorf, Germany. (49)(9131)42801. Fax: (49)(9131)450528. E-mail: info@f-pt.com. Web site: www.f-pt.com. **Contact:** Wolfgang Timmermann. Stock photo agency. Has 750,000 photos in files. Clients include: advertising agencies, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, calendar companies.

Needs Wants landscapes, countries, travel, tourism, towns, people, business, nature, babies/children/teens, couples, families, parents, senior citizens, adventure, entertainment, health/fitness/beauty, hobbies, industry, medicine, technology/computers. Interested in erotic, fine art, seasonal, lifestyle.

Specs Uses 2¼ × 2¼, 4 × 5, 8 × 10 transparencies (no prints). Accepts images in digital format. Send via CD, Zip as TIFF files.

Payment & Terms Pays 50% commission for color photos. Works on nonexclusive contract basis (limited regional exclusivity). First period: 3 years; contract automatically renewed for 1 year. Photographers allowed to review account records. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Informs photographers and allows them to negotiate when a client requests to buy all rights. Model/property release preferred. Photo captions required; include state, country, city, subject, etc.

Making Contact Send query letter with stock list. Send unsolicited photos by mail for consideration; include SAE/IRC for return of material. Responds in 1 month.

FOTOCONCEPT INC.

18020 SW 66th St., Ft. Lauderdale FL 33331. (954)680-1771. Fax: (954)680-8996. **Contact:** Aida Bertsch, vice president. Estab. 1985. Stock photo agency. Has 400,000 photos in files. Clients include: magazines, advertising agencies, newspapers, publishers.

Needs Wants general worldwide travel, medical and industrial.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies.

Payment & Terms Pays 50% commission for b&w or color photos. Average price per image (to clients): \$175 minimum for b&w or color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with each submission for 1 year. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records to verify sales figures. Offers one-time rights. Model release required. Photo captions required.

Making Contact Send query letter with stock list. Responds in 1 month.

Tips Wants to see "clear, bright colors and graphic style. Looking for photographs with people of all ages with good composition, lighting and color in any material for stock use."



FOTOSCOPIO

Jaramillo 3894 8° "18", C1430AGJ Capital Federal, Buenos Aires, Argentina. Phone/fax: (54)(114)542-3512. E-mail: info@fotoscopio.com. Web site: www.fotoscopio.com. **Contact:** Gustavo Di Pace, director. Estab. 1999. Fotoscopio is a Latin American stock photo agency. Has 50,000 photos in files. Clients include: advertising agencies, businesses, postcard publishers, book publishers, calendar companies, magazine publishers, greeting card companies.

Needs Wants photos of Hispanic people, Latin American countries, babies/children/teens, celebrities, couples, multicultural, families, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, interiors/decorating, pets, religious, adventure, automobiles, entertainment, health/fitness/beauty, hobbies, sports, travel, agriculture, business concepts, industry, product shots/still life, technology/computers. Interested in documentary, fine art, historical/vintage.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as JPEG files at 72 dpi.

Payment & Terms Average price per image (to clients): \$50-300 for b&w photos; \$50-800 for color photos. Negotiates fees below stated minimums. Offers volume discounts to customers; terms specified in photographer's contracts. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 1 year. Statements issued and payment made whenever one yields rights of reproduction of his photography. Photographers allowed to review account records in cases of discrepancies only. Offers one-time and electronic media rights. Model release required; property release preferred. Photo captions preferred.

Making Contact Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies, stock list. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 100 images. Responds in 1 month to samples. Photo guidelines sheet free with SASE.



FUNDAMENTAL PHOTOGRAPHS

210 Forsyth St., New York NY 10002. (212)473-5770. Fax: (212)228-5059. E-mail: mail@fphoto.com. Web site: www.fphoto.com. **Contact:** Kip Peticolas, partner. Estab. 1979. Stock photo agency. Applied for membership into the Picture Archive Council of America (PACA). Has 100,000 photos in files. Clients include: book/encyclopedia publishers, advertising agencies, corporate industrial.

Needs Wants photos of medicine, biology, environmental, industry, weather, disasters, science-related business concepts, agriculture, technology/computers.

Specs Uses 35mm and all large-format transparencies. Accepts images in digital format. Send as TIFF files at 300 dpi, 11 × 14 size.

Payment & Terms Pays 50% commission for b&w or color photos. General price range (to clients): \$100-500 for b&w photos; \$150-1,200 for color photos; depends on rights needed. Enforces strict minimum prices. Offers

volume discount to customers. Works with photographers on contract basis only. Offers guaranteed subject exclusivity. Contracts renew automatically with additional submissions for 2 or 3 years. Charges \$5/image scanning fee; can increase to \$15 if corrective Photoshop work required. Statements issued and payment made quarterly for any sales during previous quarter. Photographers allowed to review account records with written request submitted 2 months in advance. Offers one-time and electronic media rights. Gets photographer's approval when client requests all rights; negotiation conducted by the agency. Model release required. Photo captions required; include date and location.

Making Contact Arrange a personal interview to show portfolio or make contact by e-mail and arrange for digital submission. Submit portfolio for review. Send query letter with résumé of credits, samples or list of stock photo subjects. Keeps samples on file; include SASE for return of material. Expects minimum initial submission of 100 images. Photo guidelines free with SASE. Tips sheet distributed. E-mail crucial for communicating current photo needs.

Tips "Our primary market is science textbooks. Photographers should research the type of illustration used and tailor submissions to show awareness of saleable material. We are looking for science subjects ranging from nature and rocks to industrials, medicine, chemistry and physics; macro photography, photomicrography, stroboscopic; well-lit still life shots are desirable. The biggest trend that affects us is the need for images that document new discoveries in sciences and ecology."

GAYSTOCKPHOTOGRAPHY.COM

Blue Door Productions, Inc., 515 Seabreeze Blvd., Suite 228, Ft. Lauderdale FL 33316. (954)713-8126. Fax: (954)713-8165. E-mail: info@gaystockphotography.com. Web site: www.gaystockphotography.com. Estab. 1997. Stock agency and picture library. Has over 3,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, book publishers, calendar companies, magazine publishers, greeting card companies.

Payment & Terms Average price per image (to clients): \$50-5,000 for b&w and color photos or film. Offers volume discounts to customers. Offers one-time, electronic media, agency promotion and limited term rights. Model release required; property release preferred.

Making Contact Send query letter with stock list.

GETTY IMAGES

601 N. 34th St., Seattle WA 98103. (206)925-5000. Fax: (206)925-5001. Web site: www.gettyimages.com. "Getty Images is the world's leading imagery company, creating and distributing the largest and most relevant collection of still and moving images to communication professionals around the globe and supporting their work with asset management services. From news and sports photography to contemporary and archival imagery, Getty Images' products are found each day in newspapers, magazines, advertising, films, television, books and Web sites. Gettyimages.com is the first place customers turn to search, purchase, download and manage powerful imagery. Seattle-headquartered Getty Images is a global company with customers in more than 100 countries."

Making Contact Please visit www.gettyimages.com/contributors and select the link "Interested in marketing your imagery through Getty Images?"

JOEL GORDON PHOTOGRAPHY

112 Fourth Ave., New York NY 10003. (212)254-1688. E-mail: joel.gordon@verizon.net. **Contact:** Joel Gordon, picture agent. Stock photo agency. Clients include: ad agencies, designers, textbook/encyclopedia publishers.

Specs "We now accept digital files only. Call for information. Will review low-res files only if they have IPTC or metadata info."

Payment & Terms Pays 50% commission for b&w and color images. Works with photographers with or without a contract. Offers nonexclusive contract. Payment made after client's check clears. Photographers allowed to review account records to verify sales figures. Informs photographers and allows them to negotiate when client requests all rights. Offers one-time, electronic media and agency promotion rights. Model/property release preferred. Photo captions preferred.

HARPER STUDIOS, INC. & ECOSTOCK PHOTOGRAPHY

(formerly EcoStock), Harper Studios, Inc., 5531 Airport Way S., Studio C, Seattle WA 98108. (206)764-4893 or (800)563-5485. E-mail: info@ecostock.com. Web site: www.ecostock.com. **Contact:** Photo Editor. Estab. 1990. Stock agency. Has 18,000 photos in files. Clients include: advertising agencies, businesses, public relations firms, book publishers, magazine publishers.

Needs Wants photos of animals and wildlife, landscapes/scenics, environmental issues, outdoor recreation, gardening, adventure, sports, travel, agriculture, concepts. Also needs tourism, human interest, families, kids.

Specs Uses digital; 35mm, medium- and large-format transparencies.

Payment & Terms Pays 50% commission for b&w photos; 50% for color photos. Offers volume discounts to customers. Works with photographers on contract basis only. Offers image exclusive contract. Statements and payments are issued at time of receipt of payment. Photographers allowed to review account records in cases of discrepancies only. Offers one-time, electronic media and agency promotion rights. Model/property release required. Photo captions required; include common name, scientific name, where taken, when taken, behaviors, relative information.

Making Contact E-mail for guidelines. "No phone calls, please." Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 100 images. Responds in 6 weeks to portfolios. Photo guidelines sheet free with SASE.

Tips "Thorough and accurate caption information required. Need clean, in-focus, quality imagery. Use a quality loop when editing for submission. We want to see more conceptual imagery rather than common, everyday subject matter."

GRANT HEILMAN PHOTOGRAPHY, INC.

P.O. Box 317, Lititz PA 17543. (717)626-0296. Fax: (717)626-0971. E-mail: info@heilmanphoto.com. Web site: www.heilmanphoto.com. **Contact:** Sonia Wasco, president. Estab. 1948. Member of the Picture Archive Council of America (PACA). Has one million photos in files. Now representing Photo Network Stock. Sub agents in Canada, Europe, England, Japan. Clients include: advertising agencies, public relations firms, businesses, book/textbook publishers, magazine publishers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of environmental, landscapes/scenics, wildlife, gardening, pets, rural, agriculture, science, technology/computers. Interested in seasonal.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5 transparencies. Accepts images in digital format. Send via CD, floppy disk, Jaz, Zip, e-mail as TIFF, EPS, PICT, JPEG files.

Payment & Terms Pays on commission basis. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers guaranteed subject exclusivity (within files). Contracts renew automatically with additional submissions per contract definition. Charges determined by contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights, agency promotion rights. Model/property release required. Photo captions required; include all known information.

Making Contact Send query letter with résumé, slides, prints, photocopies, tearsheets, transparencies, stock list. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 200 images.

Tips "Make a professional presentation."

HORIZON INTERNATIONAL IMAGES LIMITED

Horizon House, Route de Picaterre, Alderney, Guernsey GY9 3UP British Channel Islands. (44)(1481)822587. Fax: (44)(1481)823880. E-mail: mail@hrzn.com. Web site: www.hrzn.com; www.e-picturelibrary.net. UK registered. Estab. 1978. Stock photo agency. Horizon sells stock image use rights (in UK and worldwide), both rights managed and royalty free, via its Web site and international agents.

Needs Wants photos of Lifestyle (sports, couples, multicultural, families, parents, seniors, adventure, entertainment, food/drink, health/fitness, babies/children/teens, humor); Business (meetings, small business, big business); Industry (construction, energy, manufacturing, mining, medicine, science, technology/computers). Environment (landscapes/scenics, plants, rural); Animals (farm, horses, wildlife, pets); Travel (architecture, natural landmarks, festivals/traditional costume). Particular requirements for model-released people.

Specs Accepts images in digital format. Drum-scanned from transparencies or 12-megapixel camera and above interpolated to minimum 50MB file before JPEG compression. Use factor 10 JPEG compression in current versions of Adobe Photoshop. All submitted image files must be carefully cropped to mask out rebate and retouched with clone or repair tools (do not use dust filter software). Submit via Horizon's Web site or send by post on CD/DVD (media nonreturnable). Transparency scanning service available—please enquire.

Payment & Terms Considering new photographers of high technical and artistic standard on 50% sales commission. See full Terms and Conditions on Web site.

Making Contact Register first on www.e-picturelibrary.net (click "Join Now" on the task bar). Then submit sample selection via online submission system. Horizon sometimes purchases and commissions stock (is prepared to review assignment portfolios from photographers interested in producing images of model-released people on an assigned basis).

Tips "Horizon's terms and conditions apply."

HORTICULTURAL PHOTOGRAPHY™

337 Bedal Lane, Campbell CA 95008. (408)364-2015. Fax: (408)364-2016. E-mail: requests@horticulturalphoto.com. Web site: www.horticulturalphoto.com. **Contact:** Robin M. Orans, owner. Estab. 1974. Picture library. Has

200,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers.

Needs Wants photos of flowers, plants with botanical identification, gardens, landscapes.

Specs Uses color slides; 35mm transparencies. Accepts images in digital format. Contact prior to sending images.

Payment & Terms Pays commission for images. Average price per image (to clients): \$25-1,000 for color photos. Negotiates fees below stated minimums; depends on quantity. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only; negotiable. Statements issued semiannually. Payment made semiannually. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights and language rights. Photo captions required; include common and botanical names of plants, date taken, location.

Making Contact Contact through rep. Send e-mail with résumé, stock list. Does not keep samples on file. Expects minimum initial submission of 40 images with quarterly submissions of at least 100 images. Responds in 1 month to samples and portfolios. Photo guidelines available by e-mail or on Web site.

Tips "Send e-mail for guidelines."

HUTCHISON PICTURE LIBRARY

65 Brighton Rd., Shoreham-by-Sea, West Sussex BN43 6RE United Kingdom. E-mail: library@hutchisonpictures.co.uk. Web site: www.hutchisonpictures.co.uk. **Contact:** Stephen Rafferty, manager. Stock photo agency, picture library. Has around 500,000 photos in files. Clients include: ad agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, television and film companies.

Needs "We are a general, documentary library (no news or personalities, no modeled 'set-up' shots). We file mainly by country and aim to have coverage of every country in the world. Within each country we cover such subjects as industry, agriculture, people, customs, urban, landscapes, etc. We have special files on many subjects such as medical (traditional, alternative, hospital, etc.), energy, environmental issues, human relations (relationships, childbirth, young children, etc., but all *real people*, not models)." Also interested in babies/children/teens, couples, multicultural, families, senior citizens, disasters, architecture, education, gardening, interiors/decorating, religious, rural, health/fitness, travel, military, political, science, technology/computers. Interested in documentary, seasonal. "We are a color library."

Specs Uses 35mm transparencies. Accepts images in digital format: 50MB at 300 dpi, cleaned of dust and scratches at 100%, color corrected.

Payment & Terms Pays 40% commission for exclusive; 35% for nonexclusive. Statements issued semiannually. Payment made semiannually. Sends statement with check in June and January. Offers one-time rights. Model release preferred. Photo captions required.

Making Contact Only very occasionally accepts a new collection. Arrange a personal interview to show portfolio. Send letter with brief description of collection and photographic intentions. Responds in about 2 weeks, depends on backlog of material to be reviewed. "We have letters outlining working practices and lists of particular needs (they change)." Distributes tips sheets to photographers who already have a relationship with the library.

Tips Looks for "collections of reasonable size (rarely less than 1,000 transparencies) and variety; well captioned (or at least well indicated picture subjects; captions can be added to mounts later); sharp pictures; good color, composition; and informative pictures. Prettiness is rarely enough. Our clients want information, whether it is about what a landscape looks like or how people live, etc. The general rule of thumb is that we would consider a collection which has a subject we do not already have coverage of or a detailed and thorough specialist collection. Please do not send *any* photographs without prior agreement."

I.C.P. INTERNATIONAL COLOUR PRESS

Piazza Vesuvio 19, Milano 20144 Italy. (39)(024)801-3106. Fax: (39)(024)819-5625. E-mail: icp@icponline.it. Web site: www.icponline.it. **Contact:** Mr. Alessandro Marosa, CEO. Estab. 1970. Stock photo agency. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, postcard publishers, calendar companies and greeting card companies.

Specs High-res digital (A3-A4, 300 dpi), keyworded (English and, if possible, Italian).

Payment & Terms Pays 50% commission for color photos. Offers volume discounts to customers; terms specified in photographer's contract. Discount sales terms not negotiable. Contracts renew automatically with additional submissions, for 3 years. Statements issued monthly. Payment made monthly. Photographers permitted to review account records to verify sales figures or deductions. Offers one-time, first and sectorial exclusive rights. Model/property release required. Photo captions required.

Making Contact Arrange a personal interview to show portfolio. Send query letter with samples and stock list. Works on assignment only. No fixed minimum for initial submission. Responds in 3 weeks, if interested.

THE IMAGE FINDERS

2570 Superior Ave., 2nd Floor, Cleveland OH 44114. (216)781-7729. Fax: (216)443-1080. E-mail: imagefinders@sbcglobal.net. Web site: <http://agpix.com/theimagefinders>. **Contact:** Jim Baron, owner. Estab. 1988. Stock photo agency. Has 300,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, calendar companies, greeting card companies.

Needs General stock agency. Always interested in good Ohio images. Also needs babies/children/teens, couples, multicultural, families, senior citizens, landscapes/scenics, wildlife, architecture, gardening, pets, automobiles, food/drink, sports, travel, agriculture, business concepts, industry, medicine, political, technology/computers. Interested in fashion/glamour, fine art, seasonal.

Specs Uses 35mm, 2 1/4 x 2 1/4, 4 x 5, 6 x 7, 6 x 9 transparencies. Accepts digital images; see guidelines before submitting. Send via CD.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$50-500 for b&w photos; \$50-2,000 for color photos. "This is a small agency and we will, on occasion, go below stated minimum prices." Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Contracts renew automatically with additional submissions for 2 years. Statements issued monthly if requested. Payment made monthly. Photographers allowed to review account records. Offers one-time rights; negotiable depending on what the client needs and will pay for. Informs photographers and allows them to negotiate when client requests all rights. "This is rare for us. I would inform photographer of what the client wants and work with photographer to strike the best deal." Model/property release preferred. Photo captions required; include location, city, state, country, type of plant or animal, etc.

Making Contact Send query letter with stock list or send e-mail with link to your Web site. Call before you send anything that you want returned. Expects minimum initial submission of 100 images with periodic submission of at least 100-500 images. Responds in 2 weeks. Photo guidelines free with SASE. Market tips sheet distributed 2-4 times/year to photographers under contract.

Tips Photographers must be willing to build their file of images. "We need more people images, industry, lifestyles, wildlife, travel, etc. Scenics and landscapes must be outstanding to be considered. Call first or e-mail. Submit at least 100 good images. Must have ability to produce more than 100-200 images per year."

THE IMAGE WORKS

P.O. Box 443, Woodstock NY 12498. (845)679-8500. Fax: (845)679-0606. E-mail: info@theimageworks.com. Web site: www.theimageworks.com. **Contact:** Mark Antman, president. Estab. 1983. Stock photo agency. Member of Picture Archive Council of America (PACA). Has 1 million photos in files. Clients include: ad agencies, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, greeting card companies.

Needs "We are always looking for excellent documentary photography. Our prime subjects are people-related subjects like family, education, health care, workplace issues, worldwide historical, technology, fine arts. In the past year we began building an extensive environmental issues file including nature, wildlife and pollution."

Specs Prefers images in digital format; contact for digital guidelines. Rarely accepts 35mm, 2 1/4 x 2 1/4 transparencies and prints.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$200 for b&w and color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued monthly. Payment made monthly. Photographers allowed to review account records to verify sales figures by appointment. Offers one-time, agency promotion and electronic media rights. Informs photographers and allows them to negotiate when clients request all rights. Model release preferred. Photo captions required.

Making Contact Send e-mail with description of stock photo archives. Responds in 1 month. Expects minimum initial submission of 500 images.

Tips "The Image Works was one of the first agencies to market images digitally. We continue to do so through our Web site and CD-ROMs. We encourage our photographers to submit digital images. Technology continues to transform the stock photo industry and is an essential part of the way we operate. All digital images from photographers must be reproduction-quality. When making a new submission to us, be sure to include a variety of images that show your range as a photographer. We also want to see some depth in specialized subject areas. Thorough captions are a must. We will not look at uncaptioned images. Write or call first."

IMAGES.DE DIGITAL PHOTO GMBH

Potsdamer Str. 96, Berlin 10785 Germany. (49)(30)59006950. Fax: (49)(30)59006959. E-mail: info@images.de. Web site: www.images.de. **Contact:** Katja Herold. Estab. 1997. News/feature syndicate. Has 50,000 photos in files. Clients include: advertising agencies, newspapers, public relations firms, book publishers, magazine publishers.

Needs Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, environ-

ment, entertainment, events, food/drink, health/fitness, hobbies, travel, agriculture, business concepts, industry, medicine, political, science, technology/computers.

Specs Accepts images in digital format. Send via FTP, CD.

Payment & Terms Pays 50% commission for b&w photos; 50% for color photos. Average price per image (to clients): \$50-1,000 for b&w photos or color photos. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers with or without a contract; negotiable. Offers limited regional exclusivity. Statements issued monthly. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred; property release required. Photo captions required.

Making Contact Send query letter with CD or link to Web site. Expects minimum initial submission of 100 images.

IMAGESTATE

29 E. 19th St., 4th Floor, New York NY 10003. (800)821-9600. Fax: (212)358-9101. E-mail: aldeng@imagestate.com. Web site: www.imagestate.com. **Contact:** Alden Gewitz, art director. Stock agency. Member of Picture Archive Council of America (PACA). Has more than 2 million photos in files. Clients include: advertising agencies, public relations firms, graphic designers, businesses, publishers, calendar companies, greeting card companies.

- In addition to newly created imagery, Imagestate owns the following outstanding image collections: Zephyr Images, Adventure Photo & Film, WestStock, International Stock, Images Colour Library, John Foxx, and the Pictor collections.

Needs Wants tightly edited, high-quality, current imagery for advertising and editorial clients.

Specs Prefers digital images; see submission guidelines on Web site. Uses 35mm, medium- and large-format transparencies.

Payment & Terms Pays 50% rights-managed commission; 20% royalty-free commission. Works with photographers on contract basis only. Offers image exclusive contract. Statements issued monthly. Payments made monthly. Offers one-time rights; occasionally negotiates exclusive and unlimited use rights. "We notify photographers and work to settle on an acceptable fee when a client requests all rights." Model/property release required. Photo captions required; include description of subjects, locations and persons.

Making Contact Visit Web site for a copy of current submission guidelines.

Tips "We tell our content providers to always take note of the kinds of images our clients are using, by looking at current media and noting stylistic trends. We also tell them to stay true to their own style, but be flexible enough to try new ideas."

INDEX STOCK IMAGERY, INC.

23 W. 18th St., 3rd Floor, New York NY 10011. (212)929-4644 or (800)690-6979. Fax: (212)633-1914. E-mail: editing@indexstock.com. Web site: www.indexstock.com; corporate Web site: www.indexstockimagery.com. **Contact:** New Artist Inquiries. Estab. 1981. Stock photo agency. Member of Picture Archive Council of America (PACA). "Representation in over 70 countries worldwide, with 100,000+ images; represent 1,700 artists and smaller agencies, including the Stock Imagery and Picture Cube collections. Manage several corporate and not-for-profit archives. Offers two royalty-free subscription products—Index Open and Photos to Go Unlimited. Markets images to small business and consumers via Photos to Go."

Needs Alternative processes and stylistically creative imagery of the highest quality.

Specs Transparencies and b&w prints only; no color prints, negatives or contact sheets. Accepts digital submissions.

Payment & Terms Pays 40% commission for image sales. "We have competitive prices, but under special circumstances we contact photographer prior to negotiations." Works on material exclusive contract basis only. Statements and payments issued monthly. Photographers allowed to review account records. Offers one-time and electronic media rights. Informs photographer and allows them to negotiate when client requests all rights. Model/property release required for all images. Photo captions required.

Making Contact "We are always willing to review new photographers' work. However, we prefer to see that the individual has a subject specialty or a stylistic signature that sets them apart in this highly competitive industry. Therefore, we ask that an initial submission be properly edited to demonstrate that they have a high degree of vision, creativity and style that can be relied upon on a regular basis. Quite simply, we are looking for technically superior, highly creative images."

INTERNATIONAL PHOTO NEWS

Dept. PM, 2902 29th Way, West Palm Beach FL 33407. (561)683-9090. E-mail: jkravetz1@earthlink.net. **Contact:** Jay Kravetz, photo editor. News/feature syndicate. Has 50,000 photos in files. Clients include: newspapers,

magazines, book publishers. Previous/current clients include: newspapers that need celebrity photos with story.

Needs Wants photos of celebrities, entertainment, events, health/fitness/beauty, performing arts, travel, politics, movies, music and television, at work or play. Interested in avant garde, fashion/glamour.

Specs Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi. Uses 5 × 7, 8 × 10 glossy b&w prints.

Payment & Terms Pays \$10 for b&w photos; \$25 for color photos; 5-10% commission. Average price per image (to clients): \$25-100 for b&w photos; \$50-500 for color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions; 1-year renewal. Photographers allowed to review account records. Statements issued monthly. Payment made monthly. Offers one-time rights. Model/property release preferred. Photo captions required.

Making Contact Send query letter with résumé of credits. Solicits photos by assignment only. Responds in 1 week.

Tips "We use celebrity photographs to coincide with our syndicated columns. Must be approved by the celebrity."

THE IRISH IMAGE COLLECTION

Ballydowane East, Bunmahon, Kilmacthomas, Co. Waterford, Ireland. E-mail: info@theirishimagecollection.ie. Web site: www.theirishimagecollection.ie. **Contact:** George Murday, picture editor. Stock photo agency and picture library. Has 50,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers and designers.

Needs Consideration is given only to Irish or Irish-connected subjects.

Specs Uses 35mm and all medium-format transparencies.

Payment & Terms Pays 40% commission for color photos. Average price per image (to client): \$85-2,000. Works on contract basis only. Offers exclusive contracts and limited regional exclusivity. Contracts renew automatically with additional submissions. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time and electronic media rights. Informs photographer when client requests all rights, but "we take care of negotiations." Model release required. Photo captions required.

Making Contact Send query letter with list of stock photo subjects. Does not return unsolicited material. Expects minimum initial submission of 250 transparencies; 1,000 images annually. "A return shipping fee is required: important that all similars are submitted together. We keep our contributor numbers down and the quantity and quality of submissions high. Send for information first by e-mail." Responds in 2 months.

Tips "Our market is Ireland and the rest of the world. However, our continued sales of Irish-oriented pictures need to be kept supplied. Pictures of Irish-Americans in Irish bars, folk singing, Irish dancing, in Ireland or anywhere else would prove to be useful. They would be required to be beautifully lit, carefully composed, with attractive, model-released people."

ISOPIX

Werkhuizenstraat 7-9 Rue des Ateliers, Brussels 1080 Belgium. (32)(2)420-30-50. Fax: (32)(2)420-41-22. E-mail: pmarnef@isopix.be. Web site: www.isopix.be. **Contact:** Paul Marnef, director. Estab. 1984. News/feature syndicate. Has 2.5 million photos on Web site, including press (celebrities, royalty, portraits, news sports, archival), stock (contemporary and creative photography) and royalty free. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, postcard publishers.

Needs Wants photos of teens, celebrities, couples, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, education, religious, events, food/drink, health/fitness, hobbies, humor, agriculture, business concepts, industry, medicine, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal.

Specs Accepts images in digital format. JPEG files only.

Payment & Terms Pays 60-60% commission for b&w and color photos. Enforces strict minimum prices. Works with photographers with or without a contract; negotiable. Offers limited regional exclusivity. Contracts renew automatically with additional submissions. Statements issued monthly. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Model/property release preferred. Photo captions required.

Making Contact Contact through rep. Does not keep samples on file; include SAE/IRC for return of material. Expects minimum initial submission of 1,000 images with quarterly submissions of at least 500 images.

IVERSON SCIENCE PHOTOS

31 Boss Ave., Portsmouth NH 03801. (603)433-8484. Fax: (603)433-8484. E-mail: bruce.iverson@verizon.net. **Contact:** Bruce Iverson, owner. Estab. 1981. Stock photo agency. Clients include: advertising agencies, book/encyclopedia publishers, museums.

Needs Currently only interested in submissions of scanning electron micrographs and transmission electron micrographs—all subjects.

Specs Uses all photographic formats and digital imagery.

Payment & Terms Pays 50% commission for b&w and color photos. Offers nonexclusive contract. Photographer paid within 1 month of agency's receipt of payment. Offers one-time rights. Photo captions required; include magnification and subject matter.

Making Contact "Give us a call or e-mail first. Our subject matter is very specialized." Responds in 2 weeks.

Tips "We are a specialist agency for science photos and technical images."

JAYAWARDENE TRAVEL PHOTO LIBRARY

7A Napier Road, Wembley, Middlesex HA0 UA United Kingdom. (44)(20)8795-3581. Fax: (44)(20)8795-4083. E-mail: jaytravelphotos@aol.com. Web site: www.jaytravelphotos.com. **Contact:** Rohith or Franco, partners. Estab. 1992. Stock photo agency and picture library. Has 150,000 photos in files. Clients include: advertising agencies, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, tour operators/travel companies.

Needs Travel and tourism-related images worldwide.

Specs Uses 35mm up to 6x7cm original transparencies and digital images (see Web site for guidelines).

Payment & Terms Pays 50% commission. Average price per image (to clients): \$125-1,000. Enforces minimum prices of \$125, "but negotiable on quantity purchases." Offers volume discounts to customers; inquire about specific terms. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers limited regional exclusivity contract. Statements issued semiannually. Payment made semiannually, within 30 days of payment received from client. Offers one-time and exclusive rights for fixed periods. Does not inform photographers or allow them to negotiate when client requests all rights. Model/property release preferred. Photo captions required; include country, city/location, subject description.

Making Contact Send e-mail with stock list, or call. Expects a minimum initial submission of 300 images with quarterly submissions of at least 100 images. Responds in 3 weeks.

Tips "Study our guidelines on our Web site on what to submit. If you're planning a photo shoot anywhere, you need to give us an itinerary, with as much detail as possible, so we can brief you on what kind of pictures the library may need."

JEROBOAM

120 27th St., San Francisco CA 94110. (415)824-8085. Fax: (415)824-8085 (call before faxing). E-mail: jeroboamster@gmail.com. **Contact:** Ellen Bunning, owner. Estab. 1972. Has 200,000 b&w photos, 200,000 color slides in files. Clients include: text and trade book, magazine and encyclopedia publishers, editorial (mostly textbooks).

Needs "We want people interacting, relating photos, artistic/documentary/photojournalistic images, especially ethnic and handicapped. Images must have excellent print quality—contextually interesting and exciting and artistically stimulating." Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, cities/urban, education, gardening, pets, religious, rural, adventure, health/fitness, humor, performing arts, sports, travel, agriculture, industry, medicine, military, political, science, technology/computers. Interested in documentary, historical/vintage, seasonal. Needs shots of school, family, career and other living situations. Child development, growth and therapy, medical situations. No nature or studio shots.

Specs Uses 35mm transparencies.

Payment & Terms Works on consignment only; pays 50% commission. Average price per image (to clients): \$150 minimum for b&w and color photos. Works with photographers without a signed contract. Statements issued monthly. Payment made monthly. Photographers allowed to review account records to verify sales figures. Offers one-time and electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred for people in contexts of special education, sexuality, etc. Photo captions preferred; include "age of subject, location, etc."

Making Contact Call if in the Bay area; if not, query with samples and list of stock photo subjects; send material by mail for consideration or submit portfolio for review. "Let us know how long you've been shooting." Responds in 2 weeks.

Tips "The Jeroboam photographers have shot professionally a minimum of 5 years, have experienced some success in marketing their talent, and care about their craft excellence and their own creative vision. New trends are toward more intimate, action shots; more ethnic images needed."

KEYPHOTOS INTERNATIONAL

Keystone Press Agency Japan, #305 Sunheim, 1-34-11 Kamiyama, Setagaya-ku, Tokyo 154-0011 Japan. (81)(3)5779-3217. Fax: (81)(3)5779-3219. E-mail: info@keystone-tokyo.com. **Contact:** Hidetoshi Miyagi, director. Estab. 1960. Stock agency. Has 1 million photos in files. Clients include: advertising agencies, audiovisual

firms, book publishers, magazine publishers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, computer graphics, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies. Accepts images in digital format. Send via CD, e-mail as JPEG files at 72 dpi.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$185-750 for b&w photos; \$220-1,100 for color photos. Negotiates fees below stated minimums. Offers volume discounts to customers; terms specified in photographer's contract. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions for first 3 years. Statements issued monthly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Photo captions required.

Making Contact Send query letter with résumé, transparencies. Does not keep samples on file; include SAE/IRC for return of material. Responds in 3 weeks.

KIEFFER NATURE STOCK

4548 Beachcomber Court, Boulder CO 80301. (303)530-3357. Fax: (303)530-0274. E-mail: John@KiefferNatureStock.com. Web site: www.KiefferNatureStock.com. **Contact:** John Kieffer, president. Estab. 1986. Stock agency. Has 150,000 images on file. Clients include: advertising agencies, businesses, multimedia, greeting card and postcard publishers, book publishers, calendar companies, graphic design firms, magazine publishers.

Needs "Our photos show people of all ages participating in an active and healthy lifestyle." Wants photos of babies/children/teens, couples, multicultural, families, senior citizens, recreation, environmental, landscapes/scenics, wildlife, rural, adventure, health/fitness, sports, travel, agriculture.

Specs Prefers images in high-resolution digital format. Also accepts large-format film (6 × 7-cm and 4 × 5-inch); 35mm transparencies. Send low-resolution files via CD or e-mail in JPEG format at 72 dpi.

Payment & Terms Pays 50% commission for all imagery. Average price per image (to clients): \$150-3,500 for all imagery. "I try to work with a buyer's budget." Offers volume discounts to customers. Offers nonexclusive contract. Payment made quarterly. Model release required; property release preferred. Photo captions required; include location, description.

Making Contact "First review our Web site. Then send a query letter via e-mail, and include a stock list or an active link to your Web site." Keeps samples on file. Responds in 3 weeks.

Tips "Call and speak with John Kieffer before submitting film, and include a FedEx account number for its safe return."

RON KIMBALL STOCK

1960 Colony St., Mountain View CA 94043. (888)562-5522 or (650)969-0682. Fax: (650)969-0485. E-mail: rk@ronkimballstock.com. Web site: www.ronkimballstock.com. **Contact:** Jeff Kimball. Estab. 1970. Has 750,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies.

Needs Wants photos of dogs, cats, lifestyle with cars and domestic animals, landscapes/scenics, wildlife (outside of North America). Interested in seasonal.

Specs Uses 35mm, 120mm, 4 × 5 transparencies. Prefers images in digital format, minimum of 8-megapixel digital camera, although 16-megapixel is preferred. Send via e-mail as JPEG files or send CD to mailing address.

Payment & Terms Pays 50% commission for color photos. Offers volume discounts to customers. Works with photographers with or without a contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 3 years. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights. Model/property release required. Photo captions required.

Making Contact Send query letter with tear sheets, transparencies, digital files, stock list. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 250 images with quarterly submissions of at least 200 images. Responds only if interested; send nonreturnable samples. Photo guidelines available on Web site.

JOAN KRAMER AND ASSOCIATES, INC.

10490 Wilshire Blvd., Suite 1701, Los Angeles CA 90024. (310)446-1866. Fax: (310)446-1856. E-mail: ekeeeek@arthlink.net. Web site: www.home.earthlink.net/~ekeeeek. **Contact:** Joan Kramer, president. Member of Picture Archive Council of America (PACA). Has 1 million photos in files. Clients include: ad agencies, magazines, recording companies, photo researchers, book publishers, greeting card companies, promotional companies, AV producers.

Needs "We use any and all subjects! Stock slides must be of professional quality." Subjects on file include travel, cities, personalities, animals, flowers, lifestyles, underwater, scenics, sports and couples.

Specs Uses 8 × 10 glossy b&w prints; any size transparencies.

Payment & Terms Pays 50% commission. Offers all rights. Model release required.

Making Contact Send query letter or call to arrange an appointment. Do not send photos before calling.

LAND OF THE BIBLE PHOTO ARCHIVE

P.O. Box 8441, Jerusalem 91084 Israel. (972)(2)566-2167. Fax: (972)(2)566-3451. E-mail: radovan@netvision.net.il. Web site: www.biblelandpictures.com. **Contact:** Zev Radovan. Estab. 1975. Picture library. Has 50,000 photos in files. Clients include: book publishers, magazine publishers, newspapers, calendar companies, postcard publishers.

Needs Wants photos of museum objects, archaeological sites. Also multicultural, landscapes/scenics, architecture, religious, travel. Interested in documentary, fine art, historical/vintage.

Specs Uses high-resolution digital system.

Payment & Terms Average price per image (to clients): \$80-700 for b&w or color photos. Offers volume discounts to customers; terms specified in photographers' contracts.

Tips "Our archives contain tens of thousands of color slides covering a wide range of subjects: historical and archaeological sites, aerial and close-up views, museum objects, mosaics, coins, inscriptions, the myriad ethnic and religious groups individually portrayed in their daily activities, colorful ceremonies, etc. Upon request, we accept assignments for in-field photography."

LEBRECHT MUSIC & ARTS PHOTO LIBRARY

58-B Carlton Hill, London NW8 0ES United Kingdom. E-mail: pictures@lebrecht.co.uk. Web site: www.lebrecht.co.uk. **Contact:** Ms. E. Lebrecht. Estab. 1992. Has 50,000 high-res images online; thousands more not yet scanned. Clients include: book publishers, magazine publishers, newspapers, calendar companies, film production companies, greeting card companies, public relations firms, advertising agencies.

Needs Wants photos of arts personalities, performing arts, instruments, musicians, dance (ballet, contemporary and folk), orchestras, opera, concert halls, jazz, blues, rock, authors, artists, theatre, comedy, art and artists. Interested in historical/vintage.

Specs Accepts images in digital format only.

Payment & Terms Pays 50% commission for b&w or color photos and illustrations. Offers volume discounts to customers. Works with photographers on contract basis only. Offers limited regional exclusivity. Statements issued quarterly. Offers one-time rights. Informs photographers and allows them to negotiate when a client requests all rights. Model release required. Photo captions required; include who is in photo, location, date.

Making Contact Send e-mail.

LIGHTWAVE

170 Lowell St., Arlington MA 02174. (781)646-1747. E-mail: paul@lightwavephoto.com. Web site: www.lightwavephoto.com. **Contact:** Paul Light. Has 250,000 photos in files. Clients include: advertising agencies, textbook publishers.

Needs Wants candid photos of people in school, work and leisure activities, lifestyle.

Specs Uses color transparencies.

Payment & Terms Pays \$210/photo; 50% commission. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically each year. Statements issued annually. Payment made "after each usage." Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions preferred.

Making Contact "Create a small Web site and send us the URL."

Tips "Photographers should enjoy photographing people in everyday activities. Work should be carefully edited before submission. Shoot constantly and watch what is being published. We are looking for photographers who can photograph daily life with compassion and originality."

LINEAIR FOTOARCHIEF, B.V.

van der Helmlaan 6, Arnhem 6824 HT Netherlands. (31)(26)4456713. Fax: (31)(26)3511123. E-mail: info@lineairfoto.nl. Web site: www.lineairfoto.nl. **Contact:** Ron Giling, manager. Estab. 1990. Stock photo agency. Has

750,000 photos in files. Clients include advertising agencies, public relations firms, book/encyclopedia publishers, magazine publishers. Library specializes in images from Asia, Africa, Latin America, Eastern Europe and nature in all forms on all continents. Member of WEA, a group of international libraries that use the same server to market each other's images, uploading only once.

Needs Wants photos of disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, religious, adventure, travel, agriculture, business concepts, industry, political, science, technology/computers. Interested in everything that has to do with the development of countries all over the world, but especially Asia, Africa and Latin America.

Specs Uses 35mm, 2¼×2¼ transparencies. Accepts images in digital format. Send via CD as TIFF or high-quality JPEG files at 300 dpi, A4 or rather bigger size. "Photo files need to have IPTC information!"

Payments & Terms Pays 50% commission. Average price per image (to clients): \$100-500. Enforces minimum prices. Offers volume discounts to customers; inquire about specific terms. Photographers can choose not to sell images on discount terms. Works with or without a signed contract; negotiable. Offers limited regional exclusivity. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. "They can review bills to clients involved." Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Photo captions required; include country, city or region, description of the image.

Making Contact Submit portfolio or e-mail thumbnails (20KB files) for review. There is no minimum for initial submissions. Responds in 3 weeks. Market tips sheet available upon request.

Tips "We like to see high-quality pictures in all aspects of photography. So we'd rather see 50 good ones than 500 for us to select the 50 out of. Send contact sheets. We will mark the selected pictures for you to send as high-res, including the very important IPTC (caption and keywords)."

LINK PICTURE LIBRARY

41A The Downs, London SW20 8HG United Kingdom. (44)(208)944-6933. E-mail: library@linkpicturelibrary.com. Web site: www.linkpicturelibrary.com. **Contact:** Orde Eliason. Has 40,000 photos in files. Clients include: businesses, book publishers, magazine publishers, newspapers. Specializes in Southern and Central Africa, Southeast Asia, China, India and Israel images.

Needs Wants photos of babies/children/teens, multicultural, cities/urban, religious, adventure, travel, business concepts, industry, military, political. Interested in documentary, historical/vintage. Especially interested in India and Africa.

Specs Uses 35mm transparencies. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, JPEG files at 300 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$120 minimum for b&w, color photos. Enforces minimum prices. Offers volume discounts to customers. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 3 years. Statements issued semiannually. Payment made semiannually. Photographers allowed to review account records. Offers one-time rights. Photo captions required; include country, city location, subject detail.

Making Contact Send query letter with transparencies, stock list. Portfolio may be dropped off every Monday through Wednesday. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 100 images with quarterly submissions of at least 100 images. Responds in 2 weeks to samples; 1 week to portfolios. Responds only if interested; send nonreturnable samples.

Tips "Arrange your work in categories to view. Have all the work labeled. Provide contact details and supply SASE for returns."

LONELY PLANET IMAGES

150 Linden St., Oakland CA 94607. (510)893-8555. Fax: (510)625-0306. E-mail: lpi@lonelyplanet.com.au. Web site: www.lonelyplanetimages.com. Stock photo agency. Clients include: advertising agencies, public relations firms, book/encyclopedia publishers, magazine publishers, newspapers, calendar companies, greeting card companies, design firms.

- Lonely Planet Images's home office is located in Australia: 90 Maribyrong St., Footscray, Victoria 3011 Australia. (61)(38)379-8181. Fax: (61)(38)379-8182. E-mail: lpi@lonelyplanet.com.au. Another office is located in the United Kingdom: 72-82 Rosebery Avenue, London EC1R 4RW. (44)(207)841-9000. Fax: (44)(207)841-9001. E-mail: lpi@lonelyplanet.co.uk.

Needs Wants photos of international travel destinations.

Specs Uses original color transparencies in all formats; digital images from 6-megapixel and higher DSLRs.

Payment & Terms Pays 40-50% commission. Works with photographers on contract basis only. Offers image exclusive contract. Contract renews automatically. Model/property release preferred. Photo captions required.

Making Contact Download submission guidelines from Web site—click on Photographers tab, then click on Prospective Photographers.

Tips “Photographers must be technically proficient, productive, and show interest and involvement in their work.”

LUCKYPIX

1658 N. Milwaukee, #324, Chicago IL 60647. (773)235-2000. Fax: (773)235-2030. E-mail: info@luckypix.com. Web site: www.luckypix.com. **Contact:** Director of Photography. Estab. 2001. Stock agency. Has 4,000 photos in files (adding constantly). Clients include: advertising agencies, businesses, book publishers, design companies, magazine publishers.

Needs Wants photos of babies/children/teens, multicultural, families, cities/urban, humor, travel, business concepts. Also needs unstaged, serendipitous photos.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Photos for review: upload to Web site. Final: CD as TIFF files.

Payment & Terms Pays 50% commission for b&w photos; 50% for color photos; 50% for film. Enforces minimum prices. Offers exclusivity by image and similars. Contracts renew automatically annually. Charges \$10 if photographers want Luckypix to scan. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights. Model/property release preferred. Photo captions preferred.

Making Contact Call or upload sample from Web site (preferred). Responds in 1 week. See Web site for guidelines.

Tips “Have fun shooting. Search the archives before deciding what pictures to send.”

MASTERFILE

175 Bloor St. E., South Tower, 2nd Floor, Toronto ON M4W 3R8 Canada. (800)387-9010. E-mail: portfolio@mastfile.com. Web site: www.masterfile.com. General stock agency offering rights-managed and royalty-free images. The combined collection exceeds 700,000 images online. Clients include: major advertising agencies, broadcasters, graphic designers, public relations firms, book and magazine publishers, producers of greeting cards, calendars and packaging.

Specs Accepts transparencies and negatives for scanning, and digital files, in accordance with submission guidelines. Initial submissions—digital only.

Payment & Terms Pays photographers 40% royalties of amounts received by Masterfile. Contributor terms outlined in photographer's contract, which is image-exclusive. Photographer sales statements and royalty payments issued monthly.

Making Contact Refer to www.masterfile.com/info/artists/submissions.html for submission guidelines.

MICHELE MATTEI PHOTOGRAPHY

1714 Wilton Place, Los Angeles CA 90028. (323)462-6342. Fax: (323)462-7568. E-mail: michele@michelemattei.com. Web site: www.michelemattei.com. **Contact:** Michele Mattei, director. Estab. 1974. Stock photo agency. Clients include: book/encyclopedia publishers, magazine publishers, television, film.

Needs Wants photos of television and film celebrities, feature stories. Written information to accompany stories needed. Does not wish to see fashion and greeting card-type scenics. Also wants environmental, architecture, cities/urban, health/fitness, science, technology/computers, lifestyle.

Payment & Terms Pays 50% commission for color and b&w photos. Offers one-time rights. Model release required. Photo captions required.

Making Contact Send query letter with résumé, samples, stock list.

Tips “Shots of celebrities and home/family stories are frequently requested.” In samples, looking for “high quality, recognizable personalities, and current newsmaking material. We are interested mostly in celebrity photography. Written material on personality or event helps us to distribute material faster and more efficiently.”

MAXX IMAGES, INC.

711 W. 15th St., North Vancouver BC V7M1T2 Canada. (604)985-2560. Fax: (604)985-2590. E-mail: news submissions@maxximages.com. Web site: www.maxximages.com. **Contact:** Dave Maquignaz, president. Estab. 1994. Stock agency. Member of the Picture Archive Council of America (PACA). Has 250,000 photos in files. Has 350 hours of video footage. Clients include: advertising agencies, public relation firms, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, postcard publishers, video production, graphic design studios.

Needs Wants photos of people, lifestyle, business, recreation, leisure.

Specs Uses all formats.

Making Contact Send e-mail. Review submission guidelines on Web site prior to contact.

THE MEDICAL FILE INC.

279 E. 44th St., 21st Floor, New York NY 10017. (212)883-0820 or (917)215-6301. E-mail: themedicalfile@gmail.com. Web site: www.peterarnold.com. **Contact:** Barbara Gottlieb, president. Estab. 2005. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, postcard companies, calendar companies and greeting card companies.

Needs Wants photos of any medically related imagery including fitness and food in relation to healthcare.

Specs Accepts digital format images only on CD or DVD.

Payment & Terms Average price per image (for clients): \$250 and up. Works on exclusive and nonexclusive contract basis. Contracts renew automatically with each submission for length of original contract. Payment made quarterly. Offers one-time rights. Informs photographers when clients request all rights or exclusivity. Model release required. Photo captions required.

Making Contact Arrange a personal interview to show portfolio. Submit portfolio for review. Tips sheet distributed as needed to contract photographers only.

Tips Wants to see a cross-section of images for style and subject. "Photographers should not photograph people before getting a model release. The day of the 'grab shot' is over."

MEDICAL ON LINE LTD.

2nd Floor, Patman House, 23-27 Electric Parade, George Lane, South Woodford, London E18 2LS United Kingdom. (44)(208)530-7589. Fax: (44)(208)989-7795. E-mail: info@mediscan.co.uk. Web site: www.mediscan.co.uk. **Contact:** Tony Bright or Paula Willett. Estab. 2001. Picture library. Has over 1 million photos and over 2,000 hours of film/video footage on file. Subject matter includes medical personnel and environment, diseases and medical conditions, surgical procedures, microscopic, scientific, ultrasound/CT/MRI scans and x-rays. Online catalog on Web site. Clients include: advertising and design agencies, business-to-business, newspapers, public relations, book and magazine publishers in the healthcare, medical and science arenas.

Needs Photos of babies/children/teens/senior citizens; health/lifestyle/fitness/beauty; medicine, especially plastic surgery, rare medical conditions; model-released images; science, including microscopic imagery, botanical and natural history.

Specs Accepts negatives; 35mm and medium format transparencies; digital images (make contact before submitting samples).

Payment & Terms Pays up to 50% commission. Statements issued quarterly. Payment made quarterly. Model/property release required, where necessary.

Making Contact E-mail or call.

MIRA

716 Iron Post Rd., Moorestown NJ 08057. (856)231-0594. E-mail: mira@mira.com. Web site: www.mira.com or www.CreativeEyeCoop.com. "Mira is the stock photo agency of the Creative Eye Cooperative. Mira seeks premium rights-protected images and contributors/owners who are committed to building the Mira archive into a first-choice buyer resource. Mira offers a broad and deep online collection where buyers can search, price, purchase and download on a 24/7 basis. Mira sales and research support are also available via phone and e-mail. "Our commitment to customer care is something we take very seriously and is a distinguishing trait." Client industries include: advertising, publishing, corporate, marketing and education.

Making Contact "E-mail, call or visit our Web sites to learn more about participation in Mira."

MPTV (MOTION PICTURE AND TELEVISION PHOTO ARCHIVE)

16735 Saticoy St., Suite 109, Van Nuys CA 91406. (818)997-8292. Fax: (818)997-3998. E-mail: photo@mptv.net. Web site: www.mptv.net. **Contact:** Ron Avery, president, or Joe Martinez, director of digital resources. Estab. 1988. Stock photo agency. Has over 2 million photos in files. Clients include: advertising agencies, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies, record companies, production companies.

Needs Color shots of current stars and old TV and movie stills.

Specs Uses 8 × 10 b&w and/or color prints; 35mm, 2 1/4 × 2 1/4, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD as TIFF, JPEG files.

Payment & Terms Buys photos/film outright. Pays 50% commission for b&w and color photos. Average price per image (to clients): \$180-1,000 for b&w photos; \$180-1,200 for color photos. Enforces strict minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Offers exclusive contract. Contracts renew automatically with additional submissions.

Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Rights negotiable; "whatever fits the job."

Making Contact Responds in 2 weeks.

911 PICTURES

63 Gardiners Lane, East Hampton NY 11937. (631)324-2061. Fax: (631)329-9264. E-mail: 911pix@optonline.net. Web site: www.911pictures.com. **Contact:** Michael Heller, president. Estab. 1996. Stock agency. Has 3,200 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book publishers, magazine publishers, calendar companies, insurance companies, public safety training facilities.

Needs Wants photos of disaster services, public safety/emergency services, fire, police, EMS, rescue, hazmat. Interested in documentary.

Specs Uses 4×6 to 8×10 glossy, matte color and/or b&w prints; 35mm transparencies. Accepts images in digital format on CD at minimum 300 dpi, 8" minimum short dimension. Images for review may be sent via e-mail, CD as BMP, GIF, JPEG files at 72 dpi.

Payment & Terms Pays 50% commission for b&w and color photos; 75% for film and videotape. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers nonexclusive contract. Charges any print fee (from negative or slide) or dupe fee (from slide). Statements issued/sale. Payment made/sale. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred. Photo captions preferred; include photographer's name, and a short caption as to what is occurring in photo.

Making Contact Send query letter with résumé, slides, prints, photocopies, tearsheets. "Photographers can also send e-mail with thumbnail (low-resolution) attachments." Does not keep samples on file; include SASE for return of material. Responds only if interested; send nonreturnable samples. Photo guidelines sheet free with SASE.

Tips "Keep in mind that there are hundreds of photographers shooting hundreds of fires, car accidents, rescues, etc., every day. Take the time to edit your own material, so that you are only sending in your best work. We are especially in need of hazmat, police and natural disaster images. At this time 911 Pictures is only soliciting work from those photographers who shoot professionally or who shoot public safety on a regular basis. We are not interested in occasional submissions of one or two images."

NOVASTOCK

1306 Matthews Plantation Dr., Matthews NC 28105-2463. (888)894-8622. Fax: (704)841-8181. E-mail: Novastock@aol.com. Web site: www.portfolios.com/novastock. **Contact:** Anne Clark, submission department. Estab. 1993. Stock agency. Clients include: advertising agencies, businesses, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies, and large international network of subagents.

Needs "We need commercial stock subjects such as lifestyles, fitness, business, science, medical, family, etc. We also are looking for unique and unusual imagery. We have one photographer who burns, scratches and paints on his film." Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, wildlife, rural, adventure, health/fitness, travel, business concepts, military, science, technology/computers.

Specs "If you manipulate prints (e.g., hand coloring), submit first-class copy transparencies. We accept 35mm, 120 transparencies." Prefers images in digital format as follows: (1) Original digital camera files. (2) Scanned images in the 30-50MB range. "When sending files for editing, please send small files only. Once we make our picks, you can supply larger files. Final large files should be uncompressed TIFF or JPEG saved at best-quality compression. NEVER sharpen or use contrast and saturation filters. Always flatten layers. Files and disks must be readable on Windows PC."

Payment & Terms Pays 50% commission for b&w and color photos. Price range per image: \$100-50,000 for b&w and color photos. "We never charge the photographer for any expenses whatsoever." Works with photographers on contract basis only. "We need exclusivity only for images accepted, and similars." Photographer is allowed to market work not represented by Novastock. Statements and payments are made in the month following receipt of income from sales. Informs photographers and discusses with photographer when client requests all rights. Model/property release required. Photo captions required; include who, what and where. "Science and technology need detailed and accurate captions. Model releases must be cross-referenced with the appropriate images."

Making Contact Contact by e-mail or send query letter with digital files, slides, tearsheets, transparencies. Does not keep samples on file; include SASE for return of material or personal check to cover return costs. Expects minimum initial submission of 100 images. Responds in 1 week to submissions.

Tips "Film must be submitted in the following form: 35mm slides in 20-up sheets; 120 in individual acetate

sleeves and then inserted in clear pages. Digital files on CD/DVD are fine. All images must be labeled with caption (if necessary) and marked with model release information and your name and copyright. We market agency material through more than 50 agencies in our international subagency network. The photographer is permitted to freely market nonsimilar work any way he/she wishes. If you are unsure if your work meets the highest level of professionalism as used in current advertising, please do not contact."

OKAPIA K.G.

Michael Grzimek & Co., Postfach 645, Röderbergweg 168, Frankfurt 60385 Germany. E-mail: okapia@t-online.de. Web site: www.okapia.com. **Contact:** President. Stock photo agency and picture library. Has 700,000 photos in files. Clients include: ad agencies, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies, school book publishers.

Needs Wants photos of natural history, babies/children/teens, couples, families, parents, senior citizens, gardening, pets, adventure, health/fitness, travel, agriculture, industry, medical, science, technology/computers, general interest.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies. Accepts digital images. Send via CD, floppy disk as JPEG files at 355 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$60-120 for color photos. Enforces strict minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract, limited regional exclusivity and guaranteed subject exclusivity (within files). Contracts renew automatically for 1 year with additional submissions. Charges catalog insertion fee. Statements issued quarterly, semiannually or annually, depending on money photographers earn. Payment made quarterly, semiannually or annually with statement. Photographers allowed to review account records in cases of discrepancies only. Offers one-time, electronic media and agency promotion rights. Does not permit photographers to negotiate when client requests all rights. Model/property release preferred. Photo captions required.

Making Contact Send query letter with slides. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 300 slides. Responds in 5 weeks. Photo guidelines free with SASE. Distributes tips sheets on request semiannually to photographers with statements.

Tips "We need every theme which can be photographed." For best results, "send pictures continuously."

OMNI-PHOTO COMMUNICATIONS

10 E. 23rd St., New York NY 10010. Phone/fax: (212)995-0895. E-mail: info@omniphoto.com. Web site: www.omniphoto.com. **Contact:** Mary Fran Loftus, president. Estab. 1979. Stock photo and art agency. Has 100,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia/magazines/calendar/greeting card companies.

Needs Wants photos of babies/children/teens, couples, multicultural, families, senior citizens, environmental, wildlife, architecture, cities/urban, religious, rural, entertainment, food/drink, health/fitness, sports, travel, agriculture, industry, medicine.

Specs Accepts images in digital format. Low-resolution images (approximately 3 × 5 inches on DVD, CD-ROM or Web site portfolio review) accepted for review purposes only; 30- to 50-MB high-resolution JPEGs required for accepted digital images. All images must be Mac-readable and viewable in Photoshop.

Payment & Terms Pays 50% commission. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically with additional submissions for 4 years. Charges catalog insertion fee. Statements issued with payment on a quarterly basis. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Photo captions required.

Making Contact Send query letter with samples. Send 100-200 transparencies in vinyl sheets, low-resolution images on CD-ROMs, or URLs with samples that are clear and easy to view. Photo guidelines free with SASE. "Please, no e-mail attachments."

Tips "We want spontaneous-looking, professional-quality photos of people interacting with each other. Have carefully-thought-out backgrounds, props and composition, commanding use of color. Stock photographers must produce high-quality work at an abundant rate. Self-assignment is very important, as is a willingness to obtain model releases; caption thoroughly and make submissions regularly."

ONASIA

30 Cecil St., Prudential Tower Level 15, Singapore 049712. (65)(662)655-4683. Fax: (65)(662)655-4682. E-mail: sales@onasia.com. Web site: www.onasia.com. **Contact:** Peter Charlesworth or Yvan Cohen, directors. An Asia-specialized agency offering features and assignment services. Has 90,000 high-res images available online and 400,000 photos in files. Offices in Singapore and Bangkok. Representatives in Germany, Italy, US and

France. Clients include: advertising agencies, businesses, newspapers, book publishers, calendar companies and magazines.

Needs Wants photos of business, brands, babies/children/teens, multicultural, families, architecture, cities/urban, education, interiors/decorating, religious, rural, agriculture, industry, medicine, military, political, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, adventure, food/drink, health/fitness/beauty, performing arts, sports, travel, avant garde, documentary, fashion/glamour, historical/vintage, seasonal. "We accept images from Asia only."

Specs Accepts images in digital and film formats. Send via CD, ZIP, e-mail, FTP site as JPEG files at 300 dpi.

Payment/Terms Pays 50% commission to photographers. Terms specified in photographer contracts. Photographers are required to submit on an image exclusive basis. Statements issued monthly. Payment made monthly. All images are rights managed. Offers clients one-time rights, electronic media rights. Informs photographers and allows them to negotiate when a client requests all rights. Model/property release preferred. Photo captions required; include dates, location, country and a detailed description of image, including names where possible.

Making Contact E-mail query letter with JPEG samples at 72 dpi, link to photographer's Web site. Does not keep samples on file; cannot return material. Expects minimum initial submission of 50 images. Responds in 3 weeks to samples. Photo guidelines available by e-mail request.

Tips "Provide a well-edited portfolio for initial evaluation. Ensure that subsequent submissions are tightly edited and submitted with full captions."

ONREQUEST IMAGES

1415 Western Ave., Suite 300, Seattle WA 98101. (877)202-5025. Fax: (206)774-1291. E-mail: photographer.manager@onrequestimages.com. Web site: www.onrequestimages.com. **Contact:** Barb Ferderer, director of photographer relations. Estab. 2003. Custom image services. Offices in Los Angeles and Seattle; contact Seattle office. Clients include advertising agencies, businesses.

Needs Wants photos of babies, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, architecture, education, interiors/decorating, pets, rural, adventure, food/drink, health/fitness/beauty, travel, agriculture, business concepts, science, technology/computers. Interested in lifestyle, seasonal.

Specs Accepts images in digital format as TIFF files at 300 dpi. Send via e-mail or upload.

Payment/Terms Offers volume discounts to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers nonexclusive contract; guaranteed subject exclusivity (within files). Statements issued quarterly. Payments made within 10 business days. Rights offered depend on contract. Informs photographers and allows them to negotiate when a client requests all rights. Model release/property release required. Captions required.

Making Contact E-mail query letter with link to photographer's Web site. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 15 images. Responds in 2 weeks. Photo guidelines sheet available.

Tips "Be honest about what you specialize in."

OPCA O BRASIL IMAGENS

Rua Barata Ribeiro, No. 370 GR. 215/216, Copacabana, Rio de Janeiro, 22040-002 Brazil. Phone/fax: (55) (21)2556-3847. E-mail: opcao@opcaobrasil.com.br. Web site: www.opcaobrasil.com.br. **Contact:** Ms. Graca Machado and Mr. Marcos Machado, directors. Estab. 1993. Has 600,000 photos in files. Clients include: advertising agencies, book publishers, magazine publishers, calendar companies, postcard publishers, publishing houses.

Needs Wants photos of babies/children/teens, couples, families, parents, wildlife, health/fitness, beauty, education, hobbies, sports, industry, medicine. "We need photos of wild animals, mostly from the Brazilian fauna. We are looking for photographers who have images of people who live in tropical countries."

Specs Accepts images in digital format.

Payment & Terms Pays 50% commission for b&w or color photos. Average price per image (to clients): \$100-400 for b&w photos; \$200 minimum for color photos. Negotiates fees below standard minimum prices only in case of renting, at least, 20 images. Offers volume discounts to customers. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically with additional submissions for 3 years. Charges \$200/image for catalog insertion. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights, electronic media rights, agency promotion rights. Model release required; property release preferred. Photo captions required.

Making Contact Initial contact should be by e-mail or fax. Explain what kind of material you have. Provide business card, self-promotion piece to be kept on file. "If not interested, we return the samples." Expects minimum initial submission of 200 images with quarterly submissions of at least 500 images. Responds in 1 month to samples.

Tips "We need creative photos presenting the unique look of the photographer on active and healthy people in everyday life at home, at gyms, at work, etc., showing modern and up-to-date individuals. We are looking for photographers who have images of people with the characteristics of Latin American citizens."

OUT OF THE BLUE

7350 S. Tamiami Trail, #227, Sarasota FL 34231. (941)966-4042. Fax: (941)966-8914. E-mail: outoftheblue.us@mac.com. Web site: www.out-of-the-blue.us. Estab. 2003. **Contact:** Michael Woodward, president. Creative Director: Maureen May. "Where serendipity, creativity and commerce merge. We are a new division of Art Licensing International Inc., established in 1986. The new division specializes in creating 'Art Brands.' We are looking for photographic collections of concepts that we can license for product categories such as posters and prints, greeting cards, calendars, stationery, gift products, and for the home decor market."

Needs "We require collections of photography that have wide consumer appeal. CD presentations preferred, but photocopies/flyers are acceptable."

Making Contact & Terms Send examples on CD (JPEG files), color photocopies with SASE. E-mail presentations also accepted. Fine artists should send short bio. "Our general commission rate is 50% with no expenses to photographer as long as photographer can provide high-resolution scans if we agree to representation."

Tips "Our agency specializes in aiming to create full licensing programs so we can license art/photographs across a varied product range. We are therefore only interested in collections or groups of images or concepts that have commercial appeal. Photographers need to consider actual products when creating new art."

OXFORD SCIENTIFIC (OSF)

Oxford Scientific Films, Network House, Station Yard, Thame OX9 3UH United Kingdom. (44)(184)426-2370. Fax: (44)(184)426-2380. E-mail: creative@osf.co.uk. Web site: www.osf.co.uk. **Contact:** Creative Director. Estab. 1968. Stock agency. Stills and footage libraries. Has 350,000 photos, over 2,000 feet of HD, film and video originated footage. Clients include: advertising agencies, design companies, audiovisual firms, book/encyclopedia publishers, magazine and newspaper publishers, merchandising companies, multimedia publishers, film production companies.

Needs Wants photos and footage of natural history: animals, plants, behavior, close-ups, life-histories, histology, embryology, electron microscopy, scenics, geology, weather, conservation, country practices, ecological techniques, pollution, special-effects, high-speed, time-lapse, landscapes, environmental, travel, sports, pets, domestic animals, wildlife, disasters, gardening, rural, agriculture, industry, medicine, science, technology/computers. Interested in seasonal.

Specs Uses 35mm and larger transparencies; 16 and 35mm film and video. Accepts images in digital format. Send via CD, e-mail at 72 dpi for initial review; 300 dpi (RGB TIFF files) for final submission. Review guidelines for details.

Payment & Terms Pays 50% commission. Negotiates fees below stated minimums on bulk deals. Average price per image (to clients) \$100-2,000 for b&w and color photos; \$300-4,000 for film or videotape. Offers volume discounts to regular customers; inquire about specific terms. Discount sale terms not negotiable. Works with photographers on contract basis only; needs image exclusivity. Offers image-exclusive contract, limited regional exclusivity, guaranteed subject exclusivity. Contracts renew automatically every 2 years. There is a charge for handling footage. Offers one-time, electronic media and agency promotion rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Photo captions required; include common name, Latin name, behavior, location and country, magnification where appropriate, if captive, if digitally manipulated. Contact OSF for footage terms.

Making Contact Submission guidelines available on Web site. Expects minimum initial submission of 100 images with quarterly submissions of at least 100 images. Interested in receiving high-quality, creative, inspiring work from both amateur and professional photographers. Responds in 1 month.

Tips "Contact via e-mail, phone or fax, or visit our Web site to obtain submission guidelines." Prefers to see "good focus, composition, exposure, rare or unusual natural history subjects and behavioral and action shots, inspiring photography, strong images as well as creative shots. Read photographer's pack from Web site or e-mail/write to request a pack, giving brief outline of areas covered and specialties and size."

PACIFIC STOCK

Koko Marina Center, 7192 Kalanianaʻole Hwy., Suite G-230, Honolulu HI 96825. (808)394-5100. Fax: (808)394-5200. E-mail: pics@pacificstock.com. Web site: www.pacificstock.com. **Contact:** Barbara Brundage, owner/president. Member of Picture Archive Council of America (PACA). Has 100,000 photos in files; 20,000 digital images online. "Pacific Stock specializes exclusively in rights-managed imagery from throughout Hawaii, Pacific and Asia, and the new royalty-free Wiki Shots (www.wikishots.com)." Clients include advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, postcard companies, calendar companies, greeting card companies.

Needs Needs photos of North American West Coast, Hawaii, Pacific Islands, Australia, New Zealand, Far East, etc. Subjects include: people (women, babies/children/teens, couples, multicultural, families, parents, senior citizens), culture, marine science, industrial, environmental, landscapes, wildlife, adventure, food/drink, health/fitness, sports, travel, agriculture, business concepts. "We also have an extensive vintage Hawaii file."

Specs Accepts images in digital format only. Send via CD or DVD as 16-bit TIFF files (guidelines on Web site at http://www.pacificstock.com/photographer_guidelines.asp).

Payment & Terms Pays 40% commission for color photos. Average price per image (to clients): \$650. Works with photographers on contract basis only. Statements and payments issued monthly. Photographers allowed to review account records to verify sales figures. Offers one-time or first rights; additional rights with photographer's permission. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required for all people and certain properties, i.e., homes and boats. Photo captions required; include: "who, what, where." See submission guidelines for more details.

Making Contact "E-mail or call us after reviewing our Web site and our photo guidelines. Want lists distributed regularly to represented photographers; free via e-mail to interested photographers."

Tips Photographer must be able to supply minimum of 500 image files (must be model-released) for initial entry and must make quarterly submissions of fresh material from Hawaii, Pacific and Asia area destinations. Image files must be captioned in File Info (i.e., IPTC headers) according to our submission guidelines. Please contact us to discuss the types of imagery that sell well for us. We are interested in working with photographers who work with us and enjoy supplying imagery requested by our valued clients."

PAINET INC.

20 Eighth St. S., P.O. Box 431, New Rockford ND 58356. (701)947-5932 or (888)966-5932. Fax: (701)947-5933. E-mail: photogs@painetnetworks.com. Web site: www.painetnetworks.com. **Contact:** S. Corporation, owner. Estab. 1985. Picture library. Has 532,000 digital photos in files. Clients include: advertising agencies, magazine publishers.

Needs "Anything and everything."

Specs "Refer to www.painetnetworks.com/helppages/submit.htm for information on how to scan and submit images to Painet. The standard contract is also available from this page."

Payment & Terms Pays 60% commission (see contract). Works with photographers with or without a contract. Offers nonexclusive contract. Payment made quarterly. Informs photographers and allows them to negotiate when client requests all rights. Provides buyer contact information to photographer by sending photographer copies of the original invoices on all orders of photographer's images.

Making Contact "To receive biweekly photo requests from our clients, send an e-mail message to addphotog@painetnetworks.com."

Tips "We have added an online search engine with 532,000 images. We welcome submissions from new photographers, since we add approximately 60,000 images quarterly. Painet markets color and black & white images electronically or by contact with the photographer. Because images and image descriptions are entered into a database from which searches are made, we encourage our photographers to include lengthy descriptions that improve the chances of finding their images during a database search. We prefer descriptions be included in the IPTC (File Info area of Photoshop). Photographers who provide us their e-mail address will receive a biweekly list of current photo requests from buyers. Photographers can then send matching images via e-mail or FTP, and we forward them to the buyer. Painet also hosts Photographer's and Photo Agency Web sites. See details at <http://www.painetnetworks.com/helppages/setupPT.htm>."

PANORAMIC IMAGES

2302 Main St., Evanston IL 60202. (847)324-7000. Fax: (847)324-7004. E-mail: malvardo@panoramicimages.com. Web site: www.panoramicimages.com. **Contact:** Michelle Alvarado, director of photography. Estab. 1987. Stock photo agency. Member of ASPP, NANPA and IAPP. Clients include: advertising agencies, magazine publishers, newspapers, design firms, graphic designers, corporate art consultants, postcard companies, calendar companies.

Needs Wants photos of lifestyles, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, rural, adventure, automobiles, health/fitness, sports, travel, business concepts, industry, medicine, military, science, technology/computers. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal. Works only with *panoramic formats* (2:1 aspect ratio or greater). Subjects include: cityscapes/skylines, international travel, nature, tabletop, backgrounds, conceptual.

Specs Uses 2¼ × 5, 2¼ × 7, 2¼ × 10 (6 × 12cm, 6 × 17cm, 6 × 24cm). "2¼ formats preferred; transparencies preferred; will accept negatives and scans. Call for digital submission guidelines. Will accept 70mm pans, 5 × 7, 4 × 10, 8 × 10 horizontals and verticals."

Payment & Terms Pays 40% commission for photos. Average price per image (to clients): \$850. No charge for scanning, metadata or inclusion on Web site. Statements issued quarterly. Payment made quarterly. Offers

one-time, electronic rights and limited exclusive usage. Model release preferred "and/or property release, if necessary." Photo captions required. Call for submission guidelines before submitting.

Making Contact Send e-mail with stock list or low-res scans/lightbox. Responds in 1-3 months. Specific want lists created for contributing photographers. Photographer's work is represented on full e-commerce Web site and distributed worldwide through image distribution partnerships with Getty Images, National Geographic Society Image Collection, Amana, Digital Vision, etc.

Tips Wants to see "well-exposed chromes or very high-res stitched pans. Panoramic views of well-known locations nationwide and worldwide. Also, generic beauty panoramics. PI has medium- and large-format films that allow us to provide drum scans to customers from 100MB to 2 gigs."

PAPILO NATURAL HISTORY LIBRARY

155 Station Rd., Herne Bay, Kent CT6 5QA United Kingdom. (44)(122)736-0996. E-mail: library@papiliophotos.com. Web site: www.papiliophotos.com. **Contact:** Justine Pickett. Estab. 1984. Has 65,000 photos in files. Clients include: advertising agencies, book publishers, magazine publishers, newspapers, calendar companies, greeting card companies, postcard publishers.

Needs Wants photos of wildlife.

Specs Prefers digital submissions. Uses 35mm, medium-format transparencies, digital shot in-camera as RAW and converted to TIFF for submission, minimum file size 17MB. See Web page for further details or contact for a full information sheet about shooting and supplying digital photos.

Payment & Terms Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Offers one-time rights, electronic media rights. Photo captions required; include Latin names and behavioral information.

Making Contact Send query letter with résumé. Does not keep samples on file; include SASE for return of transparency material. Expects minimum initial submission of 150 images. Responds in 1 month to samples. Returns all unsuitable material with letter. Photo guidelines sheet free with SASE.

Tips "Contact first for information about digital. Supply transparencies in flat, clear plastic sheets for ease of viewing—not in boxes. Supply SASE or return postage. Supply full caption listing for all images. Wildlife photography is very competitive. Photographers are advised to send only top-quality images."

PHOTO AGORA

3711 Hidden Meadow Lane, Keezletown VA 22832. (540)269-8283. E-mail: robert@photoagora.com. Web site: www.photoagora.com. **Contact:** Robert Maust. Estab. 1972. Stock photo agency. Has 50,000 photos in files. Clients include: businesses, book/encyclopedia and textbook publishers, magazine publishers, calendar companies.

Needs Wants photos of families, children, students, Virginia, Africa and other third world areas, work situations, etc. Also needs babies/children/teens, couples, multicultural, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, gardening, pets, religious, rural, health/fitness, travel, agriculture, industry, medicine, science, technology/computers.

Specs Prefers digital submissions and gives them priority. See Web site to download submission guidelines. Also considers 8×10 matte or glossy b&w prints; mounted transparencies of all formats.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$50-100 (minimum) and up. Negotiates fees below standard minimum prices. Offers volume discounts to customers; inquire about specific terms. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions required; include location, important dates, scientific names, etc.

Making Contact Call, write or e-mail. No minimum number of images required in initial submission. Responds in 3 weeks. Photo guidelines free with SASE or download from Web site.

PHOTO ASSOCIATES NEWS SERVICE/PHOTO INTERNATIONAL

P.O. Box 34336, Richmond VA 23234. (804)386-7736/804-229-8129. Fax: (804)745-8639. E-mail: pans47@yahoo.com; photointernational2002@yahoo.com. **Contact:** Peter Heimsath, bureau manager. Estab. 1970. News/feature syndicate. Has 50,000 photos in files. Clients include: newspapers, magazines, newsletters, book publishers, story-specific clients.

Needs Photos for immediate news, worldwide distribution; photos for human interest features (e.g., a day in the life); celebrities in unusual situations; law enforcement; emergency preparedness (must have local, state, national interest).

Specs Uses b&w and/or color prints or digital images. Send via e-mail as JPEG files at 300 dpi.

Payment & Terms Pays \$150-500 for color photos; \$75-300 for b&w photos. Pays 50/50 on agency sales for

distribution. Negotiates fees at standard prices depending on subject matter and need; reflects monies to be charged. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract. Statements issued monthly. Payment made "when client pays us. Photographers may review records to verify sales, but don't make a habit of it. Must be a written request." Offers one-time rights. Informs photographer and allows them to negotiate when client requests all rights. Photo Associates News Service will negotiate when client requests all rights. Model/property release required on specific assignments. Photo captions required; include name of subject, when taken, where taken, competition and process instructions.

Making Contact "Inquire with specific interests. First, send us e-mail with attachments. We will review and notify within two weeks. Next step, submission of 50 images, then 100 every two months."

Tips "Put yourself on the opposite side of the camera to grasp what the composition has to say. Are you satisfied with your material before you submit it? More and more companies seem to take the short route to achieve their visual goals. They don't want to spend real money to obtain a new approach to a possible old idea. Too many times photographs lose their creativity because the process isn't thought out correctly. Show us something different."

PHOTO EDIT

235 E. Broadway St., Suite 1020, Long Beach CA 90802. (800)860-2098. Fax: (800)804-3707. E-mail: sales@photoeditinc.com. Web site: www.photoeditinc.com. **Contact:** Leslye Borden or Liz Ely. Estab. 1987. Stock agency. 100% digital. 200,000 images online. Clients include: advertising agencies, businesses, public relations firms, book/textbook publishers, calendar companies, magazine/newspaper publishers.

Needs Digital images of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environment, cities/urban, education, religious, food/drink, health/fitness, hobbies, sports, travel, agriculture, business concepts, industry, medicine, political, science, technology/computers.

Specs Uses images in digital format (RAW, unmanipulated). Send via CD as TIFF or JPEG files at 300 dpi.

Payment & Terms Pays 50% commission for color images. Average price per image (to clients): \$175 for color images. Enforces minimum prices. Enjoys preferred vendor status with many clients. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with continuous submissions. Offers one-time rights. Informs photographers and allows them to negotiate when a client requests all rights. Model/property release preferred. Photo captions required.

Making Contact Send query letter by e-mail with images. Does not keep samples on file. Expects minimum initial submission of 1,000 edited images with quarterly submissions of new images. Responds immediately only if interested. Photo guidelines sheet available via e-mail.

Tips "Call to discuss interests, equipment, specialties, availability, etc."

PHOTO RESEARCHERS, INC.

60 E. 56th St., New York NY 10022. (212)758-3420. Fax: (212)355-0731. Web site: www.photoresearchers.com. Stock agency. Has over 1 million photos and illustrations in files, with 150,000 images in a searchable online database. Clients include: advertising agencies; graphic designers; publishers of textbooks, encyclopedias, trade books, magazines, newspapers, calendars, greeting cards; foreign markets.

Needs Wants images of all aspects of science, astronomy, medicine, people (especially contemporary shots of teens, couples and seniors). Particularly needs model-released people, European wildlife, up-to-date travel and scientific subjects.

Specs Prefers images in digital format. Accepts any size transparencies.

Payment & Terms Rarely buys outright; works on 50% stock sales and 30% assignments. General price range (to clients): \$150-7,500. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically with additional submissions for 5 years (initial term; 1 year thereafter). Charges \$15 for Web placement for transparencies. Photographers allowed to review account records upon reasonable notice during normal business hours. Statements issued monthly, bimonthly or quarterly, depending on volume. Informs photographers and allows them to negotiate when a client requests to buy all rights, but does not allow direct negotiation with customer. Model/property release required for advertising; preferred for editorial. Photo captions required; include who, what, where, when. Indicate model release.

Making Contact See "about representation" on Web site.

Tips "We seek the photographer who is highly imaginative or into a specialty (particularly in the scientific or medical fields) and who is dedicated to technical accuracy. We are looking for serious contributors who have many hundreds of images to offer for a first submission and who are able to contribute often."

PHOTO RESOURCE HAWAII

111 Hekili St., #41, Kailua HI 96734. (808)599-7773. Fax: (808)235-5477. E-mail: prh@photoresourcehawaii.com. Web site: www.PhotoResourceHawaii.com. **Contact:** Tami Dawson Winston, owner. Estab. 1983. Stock photo agency. Has Web site with electronic delivery of over 10,500 images. Clients include: ad agencies, audiovi-

sual firms, businesses, book/encyclopedia publishers, magazine publishers, calendar companies, greeting card companies, postcard publishers.

Needs Photos of Hawaii and the South Pacific.

Specs Accepts images in digital format only; 18MB or larger; TIFF files from RAW files preferred.

Payment & Terms Pays 50% commission. Enforces minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Statements issued bimonthly. Payment made bimonthly. "Rights-managed licensing only, no royalty free." Model/property release preferred. Photo captions and keywording online required.

Making Contact Send query e-mail with samples. Expects minimum initial submission of 100 images with periodic submissions at least 5 times/year. Responds in 2 weeks.

PHOTO STOCK/GRANATAIMAGES.COM

95 Via Vallazze, Milan 20131 Italy. (39)(022)668-0702. Fax: (39)(022)668-1126. E-mail: peggy.granata@granataimages.com. Web site: www.granataimages.com. **Contact:** Peggy Granata, manager. Estab. 1985. Stock agency. Member of CEPIC. Has 2 million photos in files and 200,000 images online. Clients include: advertising agencies, newspapers, book publishers, calendar companies, audiovisual firms, magazine publishers, production houses.

Needs Wants photos of celebrities, industry, people.

Specs Uses high-resolution digital files. Send via Zip, FTP, e-mail as TIFF, JPEG files.

Payment & Terms Pays 60% commission for color photos. Negotiates fees below stated minimums in cases of volume deals. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms. Works with photographers on contract basis only. Offers exclusive contract only. Contracts renew automatically with additional submissions for 1 year. Statements issued monthly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model/property release preferred. Photo captions required; include location, country and any other relevant information.

Making Contact Send query letter with digital files.

PHOTOBANK-BANGKOK

Photobank-Singapore, 58/18 Soi Promsri 2, (Soi 49-19) Sukhumvit Rd., Klongton Nue, Wattana 10110 Bangkok. (66)(02)391-8185. Fax: (66)(02)391-4498. E-mail: cassio@loxinfo.co.th. Web site: www.photobangkok.com.

Contact: Alberto Cassio. Estab. 1975. Picture library. Has 550,000 photos in files. Clients include: advertising agencies, businesses, book publishers, audiovisual firms.

Needs Wants photos of babies/children/teens, couples, families, disasters, environmental, landscapes/scenics, wildlife, cities/urban, education, interiors/decorating, pets, adventure, food/drink, health/fitness/beauty, hobbies, sports, agriculture, business concepts, industry, medicine, product shots/still life, science, technology/computers. Interested in historical/vintage.

Specs Uses 35mm, 2 1/4 x 2 1/4 transparencies; B copy videos.

Payment & Terms Pays 50% commission for color photos; 40% for videotape. Average price per image (to clients): \$100-2,000 for photos; \$200-3,000 for videotape. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically with additional submissions. Statements issued quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Model release preferred. Photo captions required.

Making Contact Contact through rep. Expects minimum initial submission of 500 images with 6-month submissions of at least 200 images.

Tips "Set up an appointment and meet personally."

PHOTOEDIT

235 Broadway, Suite 1020, Long Beach CA 90802. (800)860-2098. Fax: (800)804-3707. E-mail: sales@photoeditinc.com. Web site: www.photoeditinc.com. **Contact:** Leslye Borden, president. Vice President: Elizabeth Ely. Estab. 1987. Stock photo agency. Member of Picture Archive Council of America (PACA). Has 500,000 photos. Clients include: textbook/encyclopedia publishers, magazine publishers.

Needs Photos of people—seniors, babies, couples, adults, teens, children, families, minorities, handicapped—ethnic a plus.

Specs Uses digital images only.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$200/quarter page, textbook only; other sales higher. Works on contract basis only. Offers nonexclusive contract. Payments and statements issued quarterly; monthly if earnings over \$1,000/month. Photographers are allowed to review account records. Offers one-time rights; limited time use. Consults photographer when client requests all rights. Model release preferred.

Making Contact Submit digital portfolio for review. Once accepted into agency, expects minimum initial submission of 1,000 images with additional submission of 1,000 images/year. Responds in 1 month. Photo guidelines available on Web site.

Tips In samples, looks for "drama, color, social relevance, inter-relationships, current (*not* dated material), tight editing. We want photographers who have easy access to models of every ethnicity (not professional models) and who will shoot actively and on spec."

PHOTOLIBRARY.COM

Level 11, 54 Miller St., North Sydney 2090 NSW Australia. (61)(2)9929-8511. Fax: (61)(2)9923-2319. E-mail: creative@photolibrary.com. Web site: www.photolibrary.com. **Contact:** Lucette Kenay. Estab. 1967. Stock agency. Has more than 1,000,000 high-res images on the Web. Clients include: advertising agencies, graphic designers, corporate, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies.

- This agency also has an office in the UK at 83-84 Long Acre, London WC2E 9NG. Phone: (44)(207)836-5591. Fax: (44)(207)379-4650; other offices in New Zealand, Singapore, Malaysia, Thailand, Philippines. Other companies in The Photolibrary Group include OSF in Oxfordshire (UK), specializing in the natural world, and Garden Picture Library in London.

Needs "Contemporary imagery covering all subjects, especially model-released people in business and real life."

Specs Uses transparencies. Digital specifications: 50-70MB. If using a digital camera, use only professional cameras of not less than 10 megapixels (see details on Web site).

Payment & Terms Pays 50% commission. Offers volume discounts to customers. Discount sales terms not negotiable. Offers guaranteed subject exclusivity. Statements issued quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights, agency promotion rights. Model/property release required. Photo captions required; include date of skylines.

Making Contact "If you do not have a Web site to view, send an e-mail with low-res examples (72 dpi, under 100k) of approximately 50 images. You can also send low-res images on a CD to the address in Australia or the UK. All digital information and submission details are on the Web site. We prefer to see if the images are suitable before asking you to send transparencies."

PHOTOLIFE CORPORATION LTD.

2011 C C Wu Building, 302 Hennessy Rd., Wanchai, Hong Kong. (852)2808 0012. Fax: (852)2808 0072. E-mail: edit@photolife.com.hk. Web site: www.photolife.com.hk. **Contact:** Sarin Li, director of business development. Estab. 1994. Stock photo library. Has over 600,000 photos in files. Clients include: advertising agencies, newspapers, book publishers, calendar companies, magazine publishers, greeting card companies, corporations, production houses, graphic design firms.

Needs Wants contemporary images of babies/children/teens, celebrities, couples, families, wildlife, architecture, interiors/decorating, entertainment, events, performing arts, sports, travel, business concepts, industry, science, technology/computers, fashion/glamour.

Specs Uses 35mm, medium-format transparencies. Accepts images in digital format. Send low-res and high-res (30MB minimum) data on CD or DVD as JPEG files at 300 dpi.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$105-1,550 for b&w photos; \$105-10,000 for color photos. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Contract can be initiated with minimum 300 selected images. Quarterly submissions needed. Informs photographers and allows them to negotiate when client requests all rights. Model release required; property release preferred. Photo captions required; include destination and country.

Making Contact Send sample of transparencies and stocklist; include SAE/IRC for return of material. Expects minimum initial submission of 50 images.

Tips "Visit our Web site. Edit your work tightly. Send images that can keep up with current trends in advertising and print photography."

PHOTOPHILE STOCK PHOTOGRAPHY

3109 W. 50th St., #112, Minneapolis MN 55410. (800)619-4PHOTO. E-mail: info@PhotophileStock.com. Web site: www.PhotophileStock.com. **Contact:** Emily Schuette, owner. Clients include: advertising agencies, audio-visual firms, businesses, postcard and calendar producers, greeting card companies, textbook and travel book publishers, editorial.

Needs Wants photos of lifestyle, vocations, sports, industry, business, medical, babies/children/teens, couples, multicultural/international, wildlife, architecture, cities/urban, education, interiors/decorating, animals/pets,

religious, rural, events, food/drink, health/fitness, hobbies, humor, travel, agriculture, still life, science, sea life, digital illustrations.

Specs Uses digital formats only.

Payment & Terms Pays 50% commission. Works with photographers on contract basis only. Statements issued quarterly. Payment made quarterly. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions required and preferably embedded in metatags of image. Include location or description of obscure subjects; travel photos should be captioned with complete destination information.

Making Contact E-mail Web site link or send CD/DVD for review. May also request FTP information to upload images for review. "Professionals only, please." Photographer must be continuously shooting to add new images to files.

Tips "Specialize, and shoot for the broadest possible sales potential. Get proper captions. Manage digital files for highest quality; sharp focus and good composition are important."

SYLVIA PITCHER PHOTO LIBRARY

75 Bristol Rd., Forest Gate, London E7 8HG United Kingdom. E-mail: SPphotolibrary@aol.com. Web site: www.sylviapitcherphotos.com. **Contact:** Sylvia Pitcher. Estab. 1965. Picture library. Has 70,000 photos in files. Clients include: book publishers, magazine publishers, design consultants, record and TV companies.

Needs Wants photos of cities/urban, rural, entertainment, performing arts. Other specific photo needs: Musicians—blues, country, bluegrass, old time and jazz; relevant to the type of music (especially blues), e.g., recording studios, musicians' birth places, clubs. Please see Web site for good indication of needs.

Specs Accepts images in digital format.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$105-1,000. Negotiates fees below stated minimum for budget CDs or multiple sale. Offers volume discounts to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms, if specified at time of depositing work in library. Works with photographers with or without contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 3 years. Statements issued quarterly. Payment made when client's check has cleared. Offers one-time rights. Model/property release preferred. Photo captions required; include artist, place/venue, date taken.

Making Contact Send query letter with CD of approximately 10 low-res sample images and stock list. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 50 high-res images on CD with further submissions when available.

PIX INTERNATIONAL

3600 N. Lake Shore Dr., 6th Floor, Chicago IL 60613. (773)472-7457. E-mail: pixintl@yahoo.com. Web site: www.pixintl.com. **Contact:** Linda Matlow, president. Estab. 1978. Stock agency, news/feature syndicate. Has 200,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers.

Needs Wants photos of celebrities, entertainment, performing arts.

Specs Accepts images in digital format only. E-mail link to Web site. "Do not e-mail any images. Do not send any unsolicited digital files. Make contact first to see if we're interested."

Payment & Terms Pays 50% commission for b&w or color photos, film. Average price per image (to clients): \$35 minimum for b&w or color photos; \$75-3,000 for film. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Discount sales terms not negotiable. Works with photographers with or without a contract; negotiable. Statements issued monthly. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release not required for general editorial. Photo captions required; include who, what, when, where, why.

Making Contact "E-mail us your URL with thumbnail examples of your work that can be clicked for a larger viewable image." Responds in 2 weeks to samples, only if interested. Photo guidelines sheet free with SASE.

Tips "We are looking for razor-sharp images that stand up on their own without needing a long caption. Let us know by e-mail what types of photos you have, your experience, and cameras used. We do not take images from the lower-end consumer cameras—digital or film. They just don't look very good in publications. For photographers we do accept, we would only consider high-res 300-dpi at 6×9 or higher scans submitted on CDR. Please direct us to samples on your Web site."

PLANS, Ltd. (Photo Libraries and News Services)

#201 Kamako Bldg, 1-8-9 Ohgi-gaya, Kamakura 248-0011 Japan. (81)(46)723-2350. Fax: (81)(46)723-2351. E-mail: yoshida@plans.jp. Web site: www.plans.jp. **Contact:** Takashi Yoshida, president. Estab. 1982. Stock

agency. Has 100,000 photos in files. Clients include: photo agencies, newspapers, book publishers, magazine publishers, advertising agencies.

Needs "We do consulting for photo agencies for the Japanese market."

Specs Accepts images in digital format, high resolution.

Payment & Terms Pays 40-50% commission for digital data. Average price per image (to clients): \$120-1,000 for b&w or color photos. Negotiates fees below standard minimum prices. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers with or without contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Statements issued monthly or every 6 months. Payment made monthly or every 6 months. Photographers allowed to review account records. Offers one-time rights, electronic media rights, agency promotion rights. Model release preferred. Photo captions and keywords required; include year, states, city.

Making Contact Send query e-mail with résumé, stock list. Does not keep samples on file. Responds only if interested; send digital data samples.

Tips "We need all kinds of photographs of the world. Photographers and archival photo owners should submit stock list including subjects, themes, when, where, color or black & white, format, total amount of stock, brief profile."

PLANTSTOCK.COM

94-98 Nassau Ave., Suite 224, New York NY 11222. (212)252-3890. E-mail: photo@plantstock.com. Web site: www.plantstock.com. **Contact:** Mathias McFarlane, photo editor. Estab. 2001. Stock agency. Has 10,000 photos in files. Clients include: advertising agencies, businesses, magazine publishers.

• Currently not accepting new submissions.

Needs Wants photos of environmental, landscapes/scenics, gardening, food/drink, health/fitness/beauty, agriculture, medicine. Also needs all types of culinary and medicinal herb imagery, including plants growing wild or being cultivated, as well as plants being harvested, prepared and used.

Specs Uses 8×10 glossy or matte color prints; 35mm transparencies. Accepts images in digital format. Send via CD, Zip as TIFF or JPEG files at 300 dpi.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$75-\$1,200 for color photos. Enforces minimum prices. Offers volume discounts to customers. Terms specified in photographers' contracts. Discount sales terms not negotiable. Works with photographers with or without contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 1 year. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release required. Photo captions required; include botanical name and common name of plant.

Making Contact Send query letter or e-mail with stock list. Provide business card to be kept on file. Expects minimum initial submission of 20 images with bimonthly submissions of at least 20 images. Responds in 2 weeks to samples, portfolios. Photo guidelines sheet free with SASE.

Tips "Accurately identify and label images with botanical name (most critical) and common name."

PONKAWONKA INC.

97 King High Ave., Toronto ON M3H 3B3 Canada. (416)638-2475. E-mail: contact@ponkawonka.com. Web site: www.ponkawonka.com. **Contact:** Stephen Epstein. Estab. 2002. Stock agency. Has 60,000 photos in files. Clients include: advertising agencies, businesses, newspapers, public relations firms, book publishers, calendar companies, magazine publishers.

Needs Wants photos of religious events and holy places. Interested in avant garde, documentary, historical/vintage. "Interested in images of a religious or spiritual nature. Looking for photos of ritual, places of worship, families, religious leaders, ritual objects, historical, archaeological, anything religious, especially in North America."

Specs Accepts images in digital format. Send via CD or DVD as TIFF or JPEG files.

Payment & Terms Pays 50% commission for any images. Offers volume discounts to customers. Works with photographers on contract basis only. Charges only apply if negatives or transparencies have to be scanned. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model/property release preferred. Photo captions required; include complete description and outline for editorial images.

Making Contact Send query e-mail. Does not keep samples on file; cannot return material. Expects minimum initial submission of 100 images with annual submissions of at least 100 images. Responds only if interested; send 30-40 low-res samples by e-mail. Photo guidelines available on Web bsite.

Tips "We are always looking for good, quality images of religions of the world. We are also looking for photos of people, scenics and holy places of all religions. Send us sample images. First send us an e-mail introducing

yourself, and tell us about your work. Let us know how many images you have that fit our niche and what cameras you are using. If it looks promising, we will ask you to e-mail us 30-40 low-res images (72 dpi, no larger than 6 inches on the long side). We will review them and decide if a contract will be offered. Make sure the images are technically and esthetically salable. Images must be well-exposed and a large file size. We are an all-digital agency and expect scans to be high-quality files. Tell us if you are shooting digitally with a professional DSLR or if scanning from negatives with a professional slide scanner."

POSITIVE IMAGES

800 Broadway, Haverhill MA 01832. (978)556-9366. Fax: (978)556-9448. E-mail: pat@positiveimagesphoto.com. Web site: www.agpix.com/positiveimages. **Contact:** Pat Bruno, owner. Stock photo agency. Member of ASPP, GWAA. Clients include advertising agencies, public relations firms, book/encyclopedia publishers, magazine publishers, greeting card companies, sales/promotion firms, design firms.

Needs Wants photos of garden/horticulture, fruits and vegetables, insects, plant damage, health, nutrition, herbs, healing, babies/children/teens, couples, senior citizens, environmental, landscapes/scenics, wildlife, cities/urban, education, pets, rural, events, food/drink, health/fitness, travel, agriculture—all suitable for advertising and editorial publication. Interested in seasonal.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$250. Works with photographers on contract basis only. Offers limited regional exclusivity. Payment made quarterly. Offers one-time and electronic media rights. "We never sell all rights."

Making Contact "We are cutting back on accepting new photographers at this time. if your collection is truly unique, extremely well-organized, and you can provide digital images, we will consider your work."

Tips "We take on only one or two new photographers per year. We respond to everyone who contacts us and have a yearly portfolio review. Positive Images accepts only full-time working professionals who can contribute regular submissions. Our scenic nature files are overstocked, but we are always interested in garden photography, travel/tourism shots, as well as any images suitable for calendars and any new twists on standard topics."

PURESTOCK

7660 Centurion Pkwy., Jacksonville FL 32256. (904)680-1990. E-mail: photoeditor@purestock.com. Web site: www.purestock.com. The Purestock royalty-free brand is designed to provide the professional creative community with high-quality images at high resolution and very competitive pricing. Purestock offers CDs and single-image downloads in a wide range of categories including lifestyle, business, education and sports to distributors in over 100 countries.

Needs "We are focusing on collections of at least 100 or 200 images for inclusion on CDs in a variety of categories including lifestyle, business, education, medical, industry, etc."

Specs "We prefer digital files which are capable of being output at 80MB with minimal interpolation. File must be 300 dpi, RGB, TIFF at 8-bit color. We will also accept transparencies if digital files are not available."

Payment & Terms Statements issued monthly to contracted image providers. Model release required. Photo captions required.

Making Contact Submit a portfolio including a subject-focused collection of 300+ images. Photo guidelines available on Web site at www.purestock.com/submissions.asp.

Tips "Please review our Web site to see the style and quality of our imagery before submitting."

RAINBOW

61 Entrada, Santa Fe NM 87505. (505)820-3434. Fax: (505)820-6409. E-mail: rainbow@cybermesa.com. Web site: www.rainbowimages.com. **Contact:** Coco McCoy, director. Estab. 1976. Fine art print gallery and stock photo agency. Member of American Society of Picture Professionals (ASPP). Clients include: galleries, educational publishers, advertising agencies, public relations firms, design agencies, book publishers, magazine publishers, calendar and notecard companies; 20% of sales come from overseas.

Needs "Rainbow is known for its high-quality imagery and is now happy to open its doors to its fine arts division, Sky Gallery. In that spirit, we are looking for outstanding images in areas such as 3D computer models, celebrities, wonders of nature, scenics, photomicrography, people and cultures of the world, religion, ancient temples, museum-quality artifacts, humor, avant garde."

Specs Accepts images in digital format only. Images must be high-res scans or shot with at least a 6-megapixel camera. Send at least 30 images as JPEGs on a CD with captions.

Payment & Terms Pays 50% commission. Contracts renew automatically with each submission; no time limit. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records to verify sales figures. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Photo captions required for scientific photos or geographic locations, etc.; include simple description if not evident from photo; prefers both Latin and common names for plants and insects to make photos more valuable.

Making Contact Interested in receiving work from published photographers. "Photographers may e-mail, write or call us for photo guidelines or information. Arrange a personal interview to show portfolio, or send query letter with samples; include SASE for return of material. Responds in 2 weeks.

Tips "E-mail us describing your work with 10 samples, or send a CD with SASE or check to cover return mail. Edit your work carefully before sending. We look for luminous images with either a concept illustrated or a mood conveyed by beauty or light. Clear captions help our researchers choose images and ultimately improve sales."

REX USA LTD

160 Monmouth St., Red Bank NJ 07701. (732)576-1919. Fax: (732)576-1909. E-mail: chuck@rexusa.com. Web site: www.rexusa.com. **Contact:** Charles Musse, manager. Estab. 1935. Stock photo agency, news/feature syndicate. Affiliated with Rex Features in London. Member of Picture Archive Council of America (PACA). Has 1.5 million photos. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies, and TV, film and record companies.

Needs Wants primarily editorial material: celebrities, personalities (studio portraits, candid, paparazzi), human interest, news features, movie stills, glamour, historical, geographic, general stock, sports and scientific.

Specs Uses all sizes and finishes of b&w and color prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, and 8 x 10 transparencies; b&w and color contact sheets; b&w and color negatives; VHS videotape.

Payment & Terms Pays 50-65% commission; payment varies depending on quality of subject matter and exclusivity. "We obtain highest possible prices, starting at \$100-100,000 for one-time sale." Pays 50% commission for b&w and color photos. Works with or without contract. Offers nonexclusive contract. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Offers one-time, first and all rights. Informs photographers and allows them to negotiate when client requests all rights. Model release required. Photo captions required.

Making Contact Arrange a personal interview to show portfolio. Send query letter with samples. Send query letter with list of stock photo subjects. If mailing photos, send no more than 40; include SASE. Responds in 1-2 weeks.

ROBERTSTOCK

4203 Locust St., Philadelphia PA 19104. (800)786-6300. Fax: (800)786-1920. E-mail: sales@robertstock.com. Web site: www.robertstock.com, www.classicstock.com. **Contact:** Bob Roberts, president. Estab. 1920. Stock photo agency. Member of the Picture Archive Council of America (PACA). Has 2 different Web sites: Robertstock offers contemporary rights-managed and royalty-free images; ClassicStock offers retro and vintage images. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies.

Needs Uses images on all subjects in depth.

Specs Accepts images in digital format. Send via CD, Zip at 300 dpi, 30MB or higher.

Payment & Terms Pays 45-50% commission. Works with photographers with or without a contract; negotiable. Offers various contracts. Statements issued monthly. Payment made monthly. Payment sent with statement. Photographers allowed to review account records to verify sales figures "upon advance notice." Offers one-time rights. Informs photographers when client requests all rights. Model release required. Photo captions required.

Making Contact Send query letter with résumé of credits. Does not keep samples on file. Expects minimum initial submission of 250 images with quarterly submissions of 250 images. Responds in 1 month. Photo guidelines available.

ROMA STOCK

1003 S. LosRobles Ave., Pasadena CA 91116. E-mail: romastock@SBCglobal.net. Web site: www.eyecatchingimages.com. **Contact:** Steve Cathell, owner. Estab. 1989. Stock photo agency. Has more than 150,000 photos in files. Clients include: advertising agencies, multimedia firms, corporations, graphic design and film/video production companies. International affiliations in Malaysia, Germany, Spain, France, Italy, England, Poland, Brazil, Japan, Argentina.

- RoMa Stock is not currently accepting submissions. Check Web site for updates.

Needs Looking for photographers with large collections of digital images only.

Specs Accepts images in digital format. Send on CD or Zip.

Payment & Terms Buys photos outright; pays \$5-10 for b&w photos; \$6-12 for color photos. Pays 40% commission for b&w and color photos, film and videotape. Average price per image (to clients): \$50-1,000 for b&w and color photos, film and videotape. Offers volume discounts to customers; terms specified in photographers'

contracts. Guaranteed subject exclusivity (within files). Contracts renew automatically with each submission (of 1,000 images) for 1 year. Statements issued with payment. Offers one-time rights, first rights. Informs photographer when client requests all rights for approval. Model/property release required for recognizable people and private places "and such photos should be marked with 'M.R.' or 'N.M.R.' respectively." Photo captions required for animals/plants; include common name, scientific name, habitat, photographer's name; for others include subject, location, photographer's name.

Making Contact Visit Web site for submission guidelines. Send query letter with résumé of credits, tearsheets, list of specialties. No unsolicited original work. Responds with tips sheet, agency profile and questionnaire for photographer with SASE.

SILVER IMAGE PHOTO AGENCY, INC.

4104 NW 70th Terrace, Gainesville FL 32606. (352)373-5771. Fax: (352)374-4074. E-mail: floralink@aol.com. Web site: www.silver-image.com. **Contact:** Carla Hotvedt, president/owner. Estab. 1988. Stock photo agency. Assignments in Florida/southern Georgia. Has 150,000 photos in files. Clients include: public relations firms, book/encyclopedia publishers, magazine publishers, newspapers.

Needs Wants photos from Florida only: nature, travel, tourism, news, people.

Specs Accepts images in digital format only. Send via CD, FTP, e-mail as JPEG files *upon request only*.

Payment & Terms Pays 50% commission for image licensing fees. Average price per image (to clients): \$150-600. Works with photographers on contract basis only. Offers nonexclusive contract. Payment made monthly. Statements provided when payment is made. Photographers allowed to review account records. Offers one-time rights. Informs photographer and allows them to be involved when client requests all rights. Model release preferred. Photo captions required; include name, year shot, city, state, etc.

Making Contact Send query letter via e-mail only. Do not submit material unless first requested.

Tips "I will review a photographer's work to see if it rounds out our current inventory. Photographers should review our Web site to get a feel for our needs. We will gladly add a photographer's e-mail address to our online photo requests list."

SKYSCAN PHOTOLIBRARY

Oak House, Toddington, Cheltenham, Gloucestershire GL54 5BY United Kingdom. (44)(124)262-1357. Fax: (44)(124)262-1343. E-mail: info@skyscan.co.uk. Web site: www.skyscan.co.uk. **Contact:** Brenda Marks, library manager. Estab. 1984. Picture library. Member of the British Association of Picture Libraries and Agencies (BAPLA) and the National Association of Aerial Photographic Libraries (NAPLIB). Has more than 130,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, newspapers, calendar companies, postcard publishers.

Needs Wants "anything aerial! Air-to-ground; aviation; aerial sports. As well as holding images ourselves, we also wish to make contact with holders of other aerial collections worldwide to exchange information."

Specs Uses color and/or b&w prints; any format transparencies. Accepts images in digital format. Send via CD, e-mail.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$100 minimum. Enforces strict minimum prices. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract; negotiable. Offers guaranteed subject exclusivity (within files); negotiable to suit both parties. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time, electronic media and agency promotion rights. Informs photographers and allows them to negotiate when a client requests all rights. Will inform photographers and act with photographer's agreement. Model/property release preferred for "air-to-ground of famous buildings (some now insist they have copyright to their building)." Photo captions required; include subject matter, date of photography, location, interesting features/notes.

Making Contact Send query letter or e-mail. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file. Agency will contact photographer for portfolio review if interested. Portfolio should include color slides and transparencies. Does not keep samples on file; include SAE for return of material. No minimum submissions. Photo guidelines sheet free with SAE. Catalog free with SAE. Market tips sheet free quarterly to contributors only.

Tips "We see digital transfer of low-resolution images for layout purposes as essential to the future of stock libraries, and we have invested heavily in suitable technology. Contact first by letter or e-mail with résumé of material held and subjects covered."

SPECTRUM PICTURES

Ostrovni 16, 11000, Prague 1, Czech Republic. (42)(060)823-5416. E-mail: spectrum@spectrumpictures.com. Web site: www.spectrumpictures.com. **Contact:** Martin Mraz, executive director. Estab. 1992. Stock agency

and news/feature syndicate. Has 35,000 photos in files. Clients include: advertising agencies, audiovisual firms, businesses, book publishers, magazine publishers, newspapers, calendar companies.

Needs "We work mainly with pictures from Central and Eastern Europe and Eurasia. "Wants photos of celebrities, children/teens, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture/buildings, cities/urban, education, religious, rural, adventure, entertainment, events, health/fitness/beauty, humor, performing arts, travel, agriculture, business concepts, industry, medicine, military, political, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, regional, seasonal.

Specs Uses digital images. Send via CD, e-mail, FTP as JPEG files.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$175-5,000 for individual photos and features. Negotiates fees below standard minimum prices. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms. Works with photographers with or without contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions. Payment made upon payment from client. Photographers allowed to review account records in cases of discrepancies only. Offers one-time, electronic media, and agency promotion rights. Informs photographers and allows them to negotiate when client requests all rights. Photo captions in English required.

Making Contact Send query letter via e-mail before sending pictures. Send only a few low-res images. Responds only if interested; send nonreturnable samples on CD or via e-mail.

Tips "Please e-mail before sending samples. We prefer that no one send original slides via mail. Send scanned low-resolution images on CD-ROM or via e-mail. Remember that we specialize in Eastern Europe, Central Europe and Eurasia (Russia, Georgia, former Soviet countries). We are primarily a photojournalist agency, but we work with other clients as well."

SPORTSLIGHT PHOTO

6 Berkshire Circle, Gt. Barrington MA 01230. (413)528-8457. E-mail: stock@sportslightphoto.com. Web site: www.sportslightphoto.com. **Contact:** Roderick Beebe, director. Stock photo agency. Has 500,000 photos in files. Clients include: advertising agencies, public relations firms, corporations, book publishers, magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies, design firms.

Needs "We specialize in every sport in the world. We deal primarily in the recreational sports such as skiing, golf, tennis, running, canoeing, etc., but are expanding into pro sports, and have needs for all pro sports, action and candid close-ups of top athletes. We also handle adventure-travel photos, e.g., rafting in Chile, trekking in Nepal, dogsledding in the Arctic, etc."

Specs Uses 35mm transparencies. Accepts images in digital format. Send via CD. Contact us prior to shipment.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$100-6,000. Contract negotiable. Offers limited regional exclusivity. Contract is of indefinite length until either party (agency or photographer) seeks termination. Charges \$5/image for duping fee; \$3 for catalog and digital CD-ROM insertion promotions. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records to verify sales figures "when discrepancy occurs." Offers one-time rights; sometimes exclusive rights for a period of time; and other rights, depending on client. Informs photographers and consults with them when client requests all rights. Model release required for corporate and advertising usage. (Obtain releases whenever possible.) Strong need for model-released "pro-type" sports. Photo captions required; include who, what, when, where, why.

Making Contact Interested in receiving work from newer and known photographers. Send query letter with list of stock photo subjects; "send samples *after* our response." SASE must be included. Cannot return unsolicited material. Responds in 2-4 weeks. Photo guidelines free with SASE. See Web site for more information regarding digital transmission.

Tips "We look for a range of sports subjects that shows photographer's grasp of the action, drama, color and intensity of sports, as well as capability of capturing great shots under all conditions in all sports. Want well-edited, perfect exposure and sharpness, good composition and lighting in all photos. Seeking photographers with strong interests in particular sports. Shoot variety of action, singles and groups, youths, male/female—all combinations; plus leisure, relaxing after tennis, lunch on the ski slope, golf's 19th hole, etc. Sports fashions change rapidly, so that is a factor. Art direction of photo shoots is important. Avoid brand names and minor flaws in the look of clothing. Attention to detail is very important. Shoot with concepts/ideas such as teamwork, determination, success, lifestyle, leisure, cooperation in mind. Clients look not only for individual sports but for photos to illustrate a mood or idea. There is a trend toward use of real-life action photos in advertising as opposed to the set-up slick ad look. More unusual shots are being used to express feelings, attitude, etc."

TOM STACK & ASSOCIATES, INC.

98310 Overseas Hwy., Key Largo FL 33037. (305)852-5520. Fax: (305)852-5570. E-mail: tomstack@earthlink.net. **Contact:** Therisa Stack. Has 500,000 photos in files. Clients include: advertising agencies, public relations

firms, businesses, audiovisual firms, book publishers, magazine publishers, encyclopedia publishers, postcard companies, calendar companies, greeting card companies.

Needs Wants photos of wildlife, endangered species, marine life, landscapes; foreign geography; photomicrography; scientific research; whales; solar heating; mammals such as weasels, moles, shrews, fisher, marten, etc.; extremely rare endangered wildlife; wildlife behavior photos; lightning and tornadoes; hurricane damage; dramatic and unusual angles and approaches to composition, creative and original photography with impact. Especially needs photos on life science, flora and fauna and photomicrography. No run-of-the-mill travel or vacation shots. Special needs include photos of energy-related topics—solar and wind generators, recycling, nuclear power and coal burning plants, waste disposal and landfills, oil and gas drilling, supertankers, electric cars, geo-thermal energy.

Specs Accepts images in digital format. Send via CD or e-mail sample JPEGs.

Payment & Terms Pays 50-60% commission. Average price per image (to clients): \$150-200 for color photos; as high as \$7,000. Works with photographers on contract basis only. Contracts renew automatically with additional submissions for 3 years. Statements issued quarterly. Payment made quarterly. Offers one-time and electronic media rights. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred. Photo captions preferred.

Making Contact E-mail tomstack@earthlink.net.

Tips "Strive to be original, creative and take an unusual approach to the commonplace; do it in a different and fresh way. We take on only the best so we can continue to give more effective service."

STILL MEDIA

(formerly Network Aspen), 2012 Anacapa St., Santa Barbara CA 93108. (970)927-3922. E-mail: images@stillmedia.com. Web site: www.stillmedia.com. **Contact:** Jeffrey Aaronson, founder/owner. Director: Becky Green Aaronson. Photojournalism and stock photography agency. Has 500,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, calendar companies.

Needs Reportage, world events, travel, cultures, business, the environment, sports, people, industry.

Specs Accepts images in digital format only. Contact via e-mail.

Payment & Terms Pays 50% commission for color photos. Works with photographers on contract basis only. Offers nonexclusive and guaranteed subject exclusivity contracts. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time and electronic media rights. Model/property release preferred. Photo captions required.

Making Contact "We are currently accepting new photographers."

STOCK FOUNDRY IMAGES

An incorporated affiliate of Artzooks Multimedia Inc., P.O. Box 78089, Nepean ON K2E 1B1 Canada. (613)258-1551. Fax: (613)258-1551. E-mail: info@stockfoundry.com. Web site: www.stockfoundry.com. **Contact:** Tom Barradas, vice president, creative development. Estab. 2006. Stock agency. Clients include: advertising agencies, businesses, newspapers, public relations firms, book publishers, audiovisual firms, magazine publishers.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, lifestyle, seasonal.

Specs Accepts images in digital format. Send via CD. Save as EPS, JPEG files at 300 dpi. For film and video: MOV

Payment/Terms Buys photos/film/video outright. Pays \$25 minimum for all photos, film and videotape. Pays \$250 maximum for all photos, film and videotape. Pays 50% commission. Average price per image (to clients): \$60 minimum for all photos, film and videotape; \$600 maximum for all photos, film and videotape. Negotiates fees below stated minimums. Offers volume discounts to customers. Terms specified in photographer's contracts. Works with photographers on contract basis only. Offers guaranteed subject exclusivity (within files). Contracts renew automatically with additional submissions. "Term lengths are set on each submission from the time new image submissions are received and accepted. There is no formal obligation for photographers to pay for inclusion into catalogs, advertising, etc.; however, we do plan to make this an optional item." Statements issued monthly or real time online. Payment made monthly. Photographers allowed to review account records in cases of discrepancies only. Informs photographers and allows them to negotiate when a client requests all rights. Negotiates fees below stated minimums. "Volume discounts sometimes apply for preferred customers." Model/property release required. Captions preferred: include actions, location, event and date (if relevant to the images, such as in the case of vintage collections).

Making Contact E-mail query letter with link to photographer's Web site. Send query letter with tearsheets, stocklist. Portfolio may be dropped off Monday through Friday. Expects initial submission of 100 images with monthly submission of at least 25 images. Responds only if interested; send nonreturnable samples. Provide résumé to be kept on file. Photo guidelines sheet available online. Market tips sheet is free annually via e-mail to all contributors.

Tips "Submit to us contemporary work that is at once compelling and suitable for advertising. We prefer sets of images that are linked stylistically and by subject matter (better for campaigns). It is acceptable to shoot variations of the same scene (orientation, different angles, with copy space and without, etc.), and, in fact, we encourage it. Please try to provide us with accurate descriptions, especially as they pertain to specific locations, dates, etc. Our wish list for the submission process would be to receive a PDF tearsheet containing small thumbnails of all the high-res images. This would save us time, and speed up the evaluation process."

STOCK OPTIONS®

P.O. Box 1048, Fort Davis TX 79734. (432)426-2777. Fax: (432)426-2779. E-mail: kh@stockoptionsphoto.com.

Contact: Karen Hughes, owner. Estab. 1985. Stock photo agency. Member of Picture Archive Council of America (PACA). Has 200,000 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, corporations, book/encyclopedia and magazine publishers, newspapers, postcard companies, calendar companies, greeting card companies.

Needs Emphasizes the southern US. Files include Gulf Coast scenics, wildlife, fishing, festivals, food, industry, business, people, etc. Also Western folklore and the Southwest.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5 transparencies.

Payment & Terms Pays 50% commission for color photos. Average price per image (to client): \$300-3,000. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with each submission for 5 years from expiration date. When contract ends photographer must renew within 60 days. Charges catalog insertion fee of \$300/image and marketing fee of \$10/hour. Statements issued upon receipt of payment from client. Payment made immediately. Photographers allowed to review account records to verify sales figures. Offers one-time and electronic media rights. "We will inform photographers for their consent only when a client requests all rights, but we will handle all negotiations." Model/property release preferred for people, some properties, all models. Photo captions required; include subject and location.

Making Contact Interested in receiving work from full-time commercial photographers. Arrange a personal interview to show portfolio. Send query letter with stock list. Contact by phone and submit 200 sample photos. Tips sheet distributed annually to all photographers.

Tips Wants to see "clean, in-focus, relevant and current materials." Current stock requests include industry, environmental subjects, people in upbeat situations, minorities, food, cityscapes and rural scenics.

STOCK PIPE LINE

Stock Media, 4803 SE Woodstock Blvd., Suite 432, Portland OR 97206. (503)481-6020. E-mail: sales@stockpipeline.com. Web site: www.stockpipeline.com. **Contact:** Christopher Babler. Estab. 2005. Parent Company established in 2000. Stock agency. "We are an e-commerce, licensing, hi-res fulfillment platform that provides back-end support to stock photographers' existing Web sites. Eight language search capabilities, 100% royalties, online sales tracking, price controls for the photographer, drag-and-drop image uploading, automatic e-mail notification upon sale. Automatic IPTC extraction of metadata, and easy-to-use keywording software."

Specs Accepts images in digital format. "The essential requirement is to have good, quality images that are naturally sharp with good shadow detail. On upload, every image is automatically converted for storage to be 18 inches on the longest side at 300 dpi, about a 56MB file."

Payment & Terms Offers volume discounts to customers. Photographers can choose not to sell images on discount terms.

Making Contact E-mail query letter with link to photographer's Web site.

Tips "Stock Pipe Line, along with the marketing of Stock Photo Finder (image search engine), makes for the perfect direct photographer-to-client contact."

STOCK TRANSPARENCY SERVICES/STSIMAGES

225, Neha Industrial Estate, Off Dattapada Rd., Borivali (East), Mumbai 400 066 India. (91)(222)870-1586. Fax: (91)(222)870-1609. E-mail: info@stsimages.com. Web site: www.stsimages.com. **Contact:** Mr. Pawan Tikku. Estab. 1993. Has over 200,000 photos in files. Has minimal reels of film/video footage. Clients include: advertising agencies, businesses, postcard publishers, public relations firms, book publishers, calendar companies, freelance web designers, audiovisual firms, magazine publishers, greeting card companies.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/

fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Also needs underwater images.

Specs Uses 10 × 12 glossy color prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies; 35mm film; Digi-Beta or Beta video. Accepts images in digital format. Send via DVD, CD, e-mail as TIFF, JPEG files at 300 dpi. Minimum file size 25MB, preferred 50MB or more.

Payment & Terms Pays 50% commission. Average price per image (to clients): \$20 minimum for b&w or color photos, \$50 minimum for film or videotape. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers exclusive contract, limited regional exclusivity. Contracts renew automatically with additional submissions for 3 years. No duping fee. No charges for catalog insertion. Statements issued quarterly. Payment made monthly. Photographers allowed to review account records. Offers royalty-free images as well as one-time rights, electronic media rights. Model release required; property release preferred. Photo captions required; include name, description, location.

Making Contact Send query letter with slides, prints. Portfolio may be dropped off every Saturday. Provide résumé, business card to be kept on file. Expects minimum initial submission of 200 images with regular submissions of at least some images. Responds in 1 month to queries. Photo guidelines sheet free with SASE. Catalog free with SASE. Market tips sheet available to regular contributors only; free with SASE.

Tips 1) Strict self-editing of images for technical faults. 2) Proper cataloging. 3) All images should have the photographer's name on them. 4) Digital images are welcome, should be minimum A4 size in 300 dpi. 5) All digital images must contain necessary keyword and caption information within the "file info" section of the image file. 6) Do not send duplicate images.



STOCKFOOD GMBH (THE FOOD IMAGE AGENCY)

Turnblingerstr. 32, 80337 Munich, Germany. (49)(89)747-20222. Fax: (49)(89)721-1020. E-mail: petra.thierry@stockfood.com. Web site: www.stockfood.com. **Contact:** Petra Thierry, manager, Photographers and Art Dept. Estab. 1979. Stock agency, picture library. Member of the Picture Archive Council of America (PACA). Has over 200,000 photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, magazine publishers, greeting card companies.

Needs Wants photos of food/drink, health/fitness/food, wellness/spa, people eating and drinking, nice flowers and garden images, eating and drinking outside, table settings.

Specs Uses 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD/DVD as TIFF files at 300 dpi, 20MB minimum (8.5 mio pixels).

Payment & Terms Pays 40% commission for color photos. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers limited regional exclusivity, guaranteed subject exclusivity (within files). Contracts renew automatically. Statements issued quarterly. Photographers allowed to review account records. Offers one-time rights. Model release required; photo captions required.

Making Contact Send e-mail with new examples of your work as JPEG files. Does not keep samples on file; include SASE for return of material.



STOCKMEDIA.NET

StockMedia Corporation, 1123 Broadway, Suite 1006, New York NY 10010. (212)463-8300. E-mail: info@stockmedia.net. Web site: www.stockmedia.net. **Contact:** Randy Taylor, CEO. Estab. 1998. Stock photo syndicate. Clients include: photographers, photo agencies, major publishers.

Needs "For photographers and stock photo agencies, we provide software and Web sites for e-commerce, image licensing, global rights control and fulfillment. We also serve as a conduit, passing top-grade, model-released production stock to foreign agencies." Currently promotes its images via the Internet at StockPhotoFinder.com, the stock photography search engine.

Specs Uses digital files only.

Payment & Terms Pays 40-60% commission. Works on contract basis only. Offers image exclusive contract only if distribution desired. Contracts renew automatically on annual basis. Statements are automated and displayed online. Payment made monthly. Photographers allowed to review account records to verify sales figures online at Web site or "upon reasonable notice, during normal business hours." Offers one-time rights. Requests agency promotion rights. Informs photographer and allows them to negotiate when client requests all rights. Model/property release required. Photo captions preferred; include "who, what, where, when, why and how."

Making Contact Send query letter with résumé of credits. Responds "only when photographer is of interest." Photo guidelines sheet available. Tips sheet not distributed.

Tips Has strong preference for experienced photographers. "For distribution, we deal only with top shooters

seeking long-term success. If you have not been with a stock photo agency for several years, we would not be the right distribution channel for you."

■ STOCKYARD PHOTOS

1410 Hutchins St., Houston TX 77003. (713)520-0898. Fax: (713)227-0399. E-mail: jim@stockyard.com. Web site: www.stockyard.com. **Contact:** Jim Olive. Estab. 1992. Stock agency. Has tens of thousands of photos in files. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies, real estate firms, interior designers, retail catalogs.

Needs Needs photos relating to Houston, Texas, and the Gulf Coast.

Specs Accepts images in digital format only. To be considered, e-mail URL to photographer's Web site, showing a sample of 20 images for review.

Payment & Terms Average price per image (to clients): \$250-1,500 for color photos. Offers volume discounts to customers. Photographers can choose not to sell images on discount terms.

■ SUPERSTOCK INC.

7660 Centurion Pkwy., Jacksonville FL 32256. (904)565-0066. E-mail: creativeassociate@superstock.com. Web site: www.superstock.com. International stock photo agency represented in 104 countries. Extensive rights-managed contemporary, vintage, fine art collections, royalty-free collections and CDs available for use by clients. Clients include: advertising agencies, businesses, book and magazine publishers, newspapers, greeting card and calendar companies.

Needs SuperStock is looking for dynamic lifestyle, sports, business and travel imagery.

Specs Digital files must be a minimum of 35MB, 300 dpi, 8-bit color, RGB, TIFF format. Small-, medium- and large-format transparencies and prints may be submitted to be scanned in-house.

Payment & Terms Statements issued monthly to contracted image providers. Rights offered "vary, depending on client's request." Informs photographers when client requests all rights. Model release required. Photo captions required.

Making Contact Submit a portfolio including a minimum of 150 or a maximum of 300 images via CD, DVD, transparencies, or prints as your sample. If interested, you may complete Superstock's online questionnaire at www.superstock.com/expose. Photo guidelines available on Web site at www.superstock.com/paperwork.

Tips "Please review our Web site to see the style and quality of our imagery before submitting."

■ TAKE STOCK INC.

2343 Uxbridge Dr. NW, Calgary AB T2N 3Z8 Canada. (403)261-5815. E-mail: takestock@telusplanet.net. Estab. 1987. Stock photo agency. Clients include: advertising agencies, public relations firms, audiovisual firms, corporate, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar and greeting card companies, graphic designers, trade show display companies.

Needs Wants model-released people, lifestyle images (all ages), Asian people, Canadian images, arts/recreation, industry/occupation, business, high-tech, illustrations. Wants photos of couples, multicultural, families, senior citizens, gardening, rural, adventure, agriculture, technology/computers.

Specs Uses 35mm, medium- to large-format transparencies. Accepts digital images for review only.

Payment & Terms Pays 50% commission for b&w or color photos. General price range (to clients): \$300-1,000 for b&w photos; \$300-1,500 for color photos. Works with photographers on contract basis only. Offers limited regional exclusivity. Contracts renew automatically with additional submissions for 3 year terms. Charges 100% duping and catalog insertion fees. Statements issued every 2 months depending on sales. Payment made every 2 months depending on sales. Photographers allowed to review account records to verify sales figures, "with written notice and at their expense." Offers one-time, exclusive and some multi-use rights; some buy-outs with photographer's permission. Model/property release required. Photo captions required.

Making Contact Send query letter with stock list. Responds in 3 weeks. Photo guidelines free with SAE/IRC. Tips sheet distributed every 2 months to photographers on file.

■ TIMECAST PRODUCTIONS

2801 Poole Way, Carson City NV 89706. (775)883-6427. Fax: (775)883-6427. E-mail: timecast@mindspring.com. Web site: http://timecast.home.mindspring.com. **Contact:** Edward Salas, owner. Estab. 1995. Stock photo and video agency. Has 5,000 photos, 150 hours of video footage. Produces documentary-style programs for television and DVD. Clients include: advertising agencies, nonprofit organizations, private companies, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies, film and television production companies.

Needs Wants photos of environmental, landscapes/scenics, travel, historical. Most interested in photos and video footage shot in the state of Nevada: people, places, events, landscapes, scenic, historical.

Specs Accepts photos in digital format only. Send via CD as TIFF, DPS files at 300 dpi. Accepts video footage in DV format only.

Payment & Terms Pays 50% commission for b&w and color photos and video. Average price per photo (to clients): \$300-1,000 for b&w or color photos; \$25-300/second for video. Enforces minimum prices. Offers volume discounts to customers. Photographers/videographers can choose not to sell photos or video on discount terms. Works with photographers/videographers on contract basis only. Offers nonexclusive contract. Statements issued monthly. Payment made monthly. Photographers/videographers allowed to review account records. Offers one-time and electronic media rights. Informs photographers/videographers and allows them to negotiate when client requests all rights. Model, talent and property releases required. Photo and video captions required.

Making Contact Send photos on CD-ROM in TIFF or EPS format; send video in DV format. Prefers photographers/videographers shooting in Nevada but will review other work from western US. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 100 photos. Responds in 1 month to submissions.

TOP STOCK

33855 LaPlata Lane, Pine CO 80470. (303)838-2203 or (800)333-5961. E-mail: info@all-digit-all.com. Web site: http://all-digit-all.com/stock_images.htm. **Contact:** Tony Oswald, owner. Estab. 1985. Stock agency. Has 36,000 photos in files. Clients include: advertising agencies, public relations firms, book publishers, magazine publishers, calendar companies.

Needs Wants photos of sport fishing only.

Specs Uses color prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, DVD, Jaz, Zip as TIFF files at 350 dpi.

Payment & Terms Pays 50% commission for b&w or color photos. Average price per image (to clients): \$100 minimum for b&w or color photos. Enforces minimum prices. Offers volume discounts to customers; terms specified in photographers' contracts. Photographers can choose not to sell images on discount terms. Works with photographers with or without a contract; negotiable. Contracts renew automatically with additional submissions for 2 years. Charges 50% filing fee. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records in cases of discrepancies only. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release required; property release preferred. Photo captions required; include names of people, places.

Making Contact Send query letter with tearsheets. Does not keep samples on file; include SASE for return of material. Expects minimum initial submission of 100 images with monthly submissions of at least 25 images. Responds in 1 month. Photo guidelines free with SASE.

Tips "Do not send images unless they are of sport fishing!"

TRAVEL INK PHOTO LIBRARY

The Old Coach House, Goring-on-Thames, Reading, Berkshire RG8 9AR United Kingdom. (44)(149)187-3011. Fax: (44)(149)187-5558. E-mail: info@travel-ink.co.uk. Web site: www.travel-ink.co.uk. Has over 115,000 photos in files. Clients include: advertising agencies, businesses, newspapers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies.

Needs Wants photos of multicultural, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, religious, rural, adventure, events, food/drink, health/fitness/beauty, hobbies, sports, travel.

Specs Uses 35mm and medium-format transparencies. Accepts images in digital format. See Web site for details.

Payment & Terms Pays on a commission basis. Enforces minimum prices. Offers volume discounts to customers. Works with photographers on contract basis only. Offers exclusive contract only. Statements issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights. Model/property release required. Photo captions required.

Making Contact "Currently accepting submissions from new photographers. Please e-mail first."

TRH PICTURES

2 Reform St., Beith, Scotland KA15 2AE United Kingdom. (08)(45)223-5451. Fax: (08)(45)223-5452. E-mail: sam@trhpictures.co.uk. Web site: www.codyimages.com. **Contact:** Ted Nevill. Estab. 1982. Picture library. Has 100,000 photos in files. Clients include: advertising agencies, newspapers, book publishers, calendar companies, audiovisual firms, magazine publishers.

Needs Wants photos of historical/modern aviation, warfare, transport on land and sea, space.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format.

Payment & Terms Pays commission. Average price per image (to clients): \$80 minimum. Offers volume discounts to customers. Discount sales terms not negotiable. Works with photographers with or without a contract; negotiable. Offers nonexclusive contract. Contracts renew automatically with additional submissions. State-

ments issued quarterly. Payment made quarterly. Photographers allowed to review account records. Offers one-time rights, electronic media rights. Informs photographers and allows them to negotiate when a client requests all rights. Model/property release preferred. Photo captions preferred.

Making Contact Send query letter with résumé, slides, prints, photocopies, transparencies, stock list. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 1,000 images. Responds in 1 month.

TROPIX PHOTO LIBRARY

44 Woodbines Ave., Kingston-Upon-Thames, Surrey KT1 2AY United Kingdom. (44)(208)8546-0823. E-mail: photographers@tropix.co.uk. Web site: www.tropix.co.uk. **Contact:** Veronica Birley, proprietor. Picture library specialist. Has 100,000 photos in files. Clients include: advertising agencies, book/encyclopedia publishers, magazine publishers, newspapers, government departments, design groups, travel companies, calendar/card companies.

Needs "Stunning images of the developing world, especially positive, upbeat and modern aspects: all people images to be accompanied by full model release. Full pictorial detail of cultures, societies, economies and destinations, as well as medicine, health, education, commerce, etc. But every picture must be in brilliant color and imaginatively shot. Tropix only accepts stock shot in past 2 years. Please e-mail Tropix first to inquire if your own collection is of interest, as many subjects are currently closed to new stock."

Specs Uses large digital files only, minimum 25MB when sent as TIFF files.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$200; £60-500 for b&w and color photos. Offers guaranteed subject exclusivity. Charges cost of returning photographs by insured post, if required. Statements made quarterly with payment. Photographers allowed to have qualified auditor review account records to verify sales figures in the event of a dispute but not as routine procedure. Offers one-time, electronic media and agency promotion rights. Informs photographers when a client requests all rights, but agency handles negotiation. Model release always required. Photo captions required; accurate, detailed data, to be supplied on disk or by e-mail. "It is essential to follow captioning guidelines available from agency."

Making Contact "E-mail Tropix with a detailed list of your photo subjects and destinations. Send no unsolicited photos or JPEGs, please." Transparencies/scans may be requested after initial communication by e-mail, if collection appears suitable. "When submitting images, only include those which are bright, exciting and technically perfect."

Tips Looks for "special interest topics, accurate and informative captioning, strong images and an understanding of and involvement with specific subject matters. Not less than 20 salable images per country photographed should be available." Digital images supplied to clients by e-mail or CD-ROM.

UNICORN STOCK PHOTOS

524 Second Ave., Holdrege NE 68949. (308)995-4100. Fax: (308)995-4581. E-mail: info@unicorn-photos.com. Web site: www.unicorn-photos.com. **Contact:** Larry Durfee, owner. Has over 500,000 photos in files. Clients include: advertising agencies, corporate accounts, textbooks, magazines, calendar companies, religious publishers.

Needs Wants photos of ordinary people of all ages and races doing everyday things at home, school, work and play. Current skylines of all major cities, tourist attractions, historical, wildlife, seasonal/holiday and religious subjects. "We particularly need images showing two or more races represented in one photo and family scenes with BOTH parents. There is a need for more minority shots including Hispanics, Asians and African-Americans." Also wants babies/children/teens, couples, senior citizens, disasters, landscapes, gardening, pets, rural, adventure, automobiles, events, food/drink, health/fitness, hobbies, sports, travel, agriculture.

Specs Uses 35mm color slides.

Payment & Terms Pays 50% commission for color photos. Average price per image (to clients): \$200 minimum for color photos. Works with photographers on contract basis only. Offers nonexclusive contract. Contracts renew automatically with additional submissions for 4 years. Charges \$5 per image duping fee. Statements issued quarterly. Payment made quarterly. Informs photographers and allows them to negotiate when client requests all rights. Model release preferred; increases sales potential considerably. Photo captions required; include location, ages of people, dates on skylines.

Making Contact Write first for guidelines. "We are looking for professionals who understand this business and will provide a steady supply of top-quality images. At least 500 images are generally required to open a file. Contact us by e-mail."

Tips "We keep in close, personal contact with all our photographers. Our monthly newsletter is a very popular medium for doing this."

VIEWFINDERS

Bruce Forster Photography, Inc., 1325 NW Flanders St., Portland OR 97209. (503)417-1545. Fax: (503)274-7995. E-mail: studio@viewfindersnw.com. Web site: www.viewfindersnw.com. **Contact:** Bruce Forster, owner. Estab. 1996. Stock agency. Member of the Picture Archive Council of America (PACA). Has 70,000 photos in files. Clients include: advertising agencies, public relations firms, businesses, book publishers, magazine publishers, design agencies.

Needs All images should come from the Pacific Northwest—Oregon, Washington, Northern California, British Columbia and/or Idaho. Wants photos of babies/children/teens, couples, multicultural, families, senior citizens, environmental, landscapes/scenics, architecture, cities/urban, education, gardening, adventure, entertainment, events, health/fitness, performing arts, sports, travel, agriculture, industry, medicine, science, technology/computers. Interested in alternative process, avant garde, documentary, lifestyle.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 in original format. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Payment & Terms Pays 50% commission for b&w and color photos. Works with photographers on contract basis only. Offers limited regional exclusivity. Statements issued monthly. Payment made monthly. Photographers allowed to review account records. Model/property release preferred. Photo captions required.

Making Contact Send query letter with résumé, stock list. Keeps samples on file; include self-promotion piece to be kept on file. Expects minimum initial submission of 100 images. Responds in 2 months.

Tips "Viewfinders is a regional agency specializing in imagery of the Pacific Northwest. Be prepared to make regular submissions. Please call or e-mail to discuss submission procedure."

VIREO (Visual Resources for Ornithology)

The Academy of Natural Sciences, 1900 Benjamin Franklin Pkwy., Philadelphia PA 19103-1195. (215)299-1069. Fax: (215)299-1182. E-mail: vireo@acnatsci.org. Web site: www.acnatsci.org/vireo. **Contact:** Doug Wechsler, director. Estab. 1979. Picture library. "We specialize in birds only." Has 125,000 photos in files. Clients include: advertising agencies, businesses, book publishers, magazine publishers, newspapers, calendar companies, CD-ROM publishers.

Needs "Wants high-quality photographs of birds from around the world with special emphasis on behavior. All photos must be related to birds or ornithology."

Specs Uses 35mm, 2¼ × 2¼ transparencies. Accepts images in digital format. See Web site for specs.

Payment & Terms Pays 50% commission for b&w and color photos. Average price per image (to clients): \$125. Negotiates fees below stated minimums; "we deal with many small nonprofits as well as commercial clients." Offers volume discounts to customers. Discount sales terms negotiable. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued semiannually. Payment made semiannually. Offers one-time rights. Model release preferred. Photo captions preferred; include date, location.

Making Contact Read guidelines on Web site. To show portfolio, photographer should send 10 JPEGs. Follow up with a call. Responds in 1 month to queries.

Tips "Write to us describing the types of bird photographs you have, the type of equipment you use, and where you do most of your bird photography. You may also send us a Web link to a portfolio of your work. Edit work carefully."

VISUAL & WRITTEN

Luis Bermejo 8, 7-B, 50009 Zaragoza, Spain. (718)396-1860 (US number). E-mail: info@visual-and-written.com. Web site: www.vwpics.com. **Contact:** Kike Calvo, director. Estab. 1997. Digital stock agency. Has 300,000 photos in files. Has branch office in New York: 35-36 76th St., Suite 628, New York NY 11372. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies, zoos, aquariums.

Needs Wants photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, pets, religious, rural, adventure, travel, agriculture, business concepts, industry, science, technology/computers. Interested in documentary, erotic, fashion/glamour, fine art. Also needs underwater imagery: reefs, sharks, whales, dolphins and colorful creatures, divers and anything related to oceans. Images that show the human impact on the environment.

Specs Accepts images in digital format only. Send via CD, ZIP, e-mail at 300 dpi, 55MB minimum, largest size: 5400 pixels; from a high-end digital camera, or scanned with a Nikon 4000 or similar scanner.

Payment & Terms Pays 50% commission for b&w photos; 50% for color photos. Enforces minimum prices. Works with photographers with or without contract; negotiable. Offers nonexclusive contract. Statements issued quarterly. Payment made quarterly. Any deductions are itemized. Offers one-time rights. Informs photographers and allows them to negotiate when client requests all rights. Model release required. Photo captions required. Photo essays should include location, Latin name, what, why, when, how, who.

Making Contact "The best way is to send a nonreturnable CD." Send query letter with résumé, tearsheets, stock list. Provide self-promotion piece to be kept on file. Expects minimum initial submission of 100 images with periodic submissions of at least 50 images. Responds in 1 month to samples; send nonreturnable samples. Photo guidelines available in our New Photographers link on Web site. Photographers can find all technical data there, along with contract information.

Tips "Interested in reaching Spanish-speaking countries? We might be able to help you. We look for composition, color, and a unique approach. Images that have a mood or feeling. Tight, quality editing. We send a want list via e-mail. If you have a photo plus text article, we will help you translate it."

WILDLIGHT PHOTO AGENCY

16 Charles St., Suite 14, Redfern NSW 2016 Australia. (61)(2)9698-8077. Fax: (61)(2)9698-2067. E-mail: images@wildlight.net. Web site: www.wildlight.net. **Contact:** Manager. Estab. 1985. Picture library. Has 300,000 photos in files. Clients include: advertising agencies, public relations firms, audiovisual firms, businesses, book/encyclopedia publishers, magazine publishers, newspapers, postcard publishers, calendar companies, greeting card companies.

Needs Wants Australian photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in documentary, seasonal.

Specs Accepts images in digital format only.

Payment & Terms Pays 45% commission for color photos. Works with photographers on contract basis only. Offers image exclusive contract within Australia. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Model/property release required. Photo captions required.

Making Contact Send CD to show portfolio. Expects minimum initial submission of 500 images with periodic submissions of at least 100 images/quarter. Responds in 2-3 weeks. Photo guidelines available on Web site.

WINDIGO IMAGES

Kezar, Inc., 11812 Wayzata Blvd., #122, Minnetonka MN 55305. (952)540-0606. Fax: (952)540-1018. E-mail: info@windigoimages.com. Web site: www.windigoimages.com. **Contact:** Mitch Kezar, president/owner, or Ellen Becker, general manager. Estab. 1982. Stock agency. Has 260,000 photos in files. Also sells fine art prints. Represents 126 photographers. Clients include: advertising agencies, businesses, newspapers, postcard publishers, public relations firms, book publishers, calendar companies, audiovisual firms, magazine publishers, greeting card companies.

Needs "We have a constant need for modern hunting, fishing, camping, hiking and mountain biking images. We seek high-quality images."

Specs Accepts images in digital format. Send via CD, e-mail as JPEG files at 72 dpi for initial consultation.

Payment & Terms Pays 50% commission for color photos. Offers volume discounts to customers; terms specified in photographers' contracts. Works with photographers on contract basis only. Offers nonexclusive contract. Statements issued monthly. Photographers allowed to review account records. Offers one-time, electronic media and agency promotion rights.

Making Contact Send query letter with résumé, stock list. Provide résumé, business card, self-promotion piece to be kept on file. Expects minimum initial submission of 100 images. Responds in 1 week.

Tips "Study the market and offer images that can compete in originality, composition, style and quality. Our clients are the best in the business, and we expect no less of our photographers."

WORLD PICTURES

43-44 Berners St., London W1T 3ND United Kingdom. (207)580-1845. Fax: (207)580-4146. **Contact:** David Brenes, director. Stock photo agency. Has 750,000 photos in files. Clients include advertising agencies, businesses, book publishers, magazine publishers, newspapers, calendar companies, postcard publishers, tour operators.

Specs Accepts digital submissions only.

Payment & Terms Pays 50% commission. Discounts offered to valued clients making volume use of stock images. Works with photographers with or without a contract, negotiable. Offers limited regional exclusivity. Contracts renew automatically with additional submissions. Statements issued quarterly. Payment made quarterly. Offers one-time rights. Model release required; property release preferred. Photo captions required.

Making Contact Send query letter with samples. To show portfolio, photographer should follow up with a call. Portfolio should include transparencies. Responds in 2 weeks. Catalog available.

 WORLD RELIGIONS PHOTO LIBRARY

53A Crimsworth Rd., London SW8 4RJ United Kingdom. E-mail: co@worldreligions.co.uk. Web site: www.worldreligions.co.uk. **Contact:** Christine Osborne. Has 8,000 photos online and 20,000 photos in files. Clients include: book publishers, magazine publishers, newspapers.

Needs Religious images from anywhere in the world showing worship, rites of passage, sacred sites, shrines, food and places of pilgrimage. Especially Hispanic/Mexico and from South America. Also Kabbalah, Mormon, Jehovah's Witnesses, Moonies, Aum, cults and Shamans.

Specs Still accepts transparencies but prefers images in digital format. Send submissions on a CD as JPEGs, 500 × 300 pixels at 72 dpi.

Payment & Terms Pays 50% commission. Offers volume discounts to good clients. Works with photographers with or without a contract. Offers one-time rights. Model release preferred where possible. Photo captions required; it is essential to include subject, place, date (if historic); descriptions are essential, no images will be considered without.

Making Contact Send query letter or e-mail. Include SAE for return of material. Expects minimum initial submission of 50 images. Responds in 2 weeks to samples. Photo guidelines free with SASE. Catalog available. Market tips sheet available to contract photographers.

Tips "Supply excellent captions and edit your submission very carefully."

MARKETS

Advertising, Design

& Related Markets



© Sean Arbabi, www.seanarbabi.com

Advertising photography is always “commercial” in the sense that it is used to sell a product or service. Assignments from ad agencies and graphic design firms can be some of the most creative, exciting and lucrative that you’ll ever receive.

Prospective clients want to see your most creative work—not necessarily your advertising work. Mary Virginia Swanson, an expert in the field of licensing and marketing fine art photography, says that the portfolio you take to the Museum of Modern Art is also the portfolio that Nike would like to see. Your clients in advertising and design will certainly expect your work to show, at the least, your technical proficiency. They may also expect you to be able to develop a concept or to execute one of their concepts to their satisfaction. Of course, it depends on the client and their needs: Read the tips given in many of the listings on the following pages to learn what a particular client expects.

When you’re beginning your career in advertising photography, it is usually best to start close to home. That way, you can make appointments to show your portfolio to art directors. Meeting the photo buyers in person can show them that you are not only a great photographer

Regions



Important

- **Northeast & Midatlantic:** Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Washington DC.
- **Midsouth & Southeast:** Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia.
- **Midwest & North Central:** Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin.
- **South Central & West:** Arizona, California, Colorado, Hawaii, Kansas, Missouri, Nevada, New Mexico, Oklahoma, Texas, Utah.
- **Northwest & Canada:** Alaska, Canada, Idaho, Montana, Oregon, Washington, Wyoming.

but that you'll be easy to work with as well. This section is organized by region to make it easy to find agencies close to home.

When you're just starting out, you should also look closely at the agency descriptions at the beginning of each listing. Agencies with smaller annual billings and fewer employees are more likely to work with newcomers. On the flip side, if you have a sizable list of ad and design credits, larger firms may be more receptive to your work and be able to pay what you're worth.

Trade magazines such as *HOW*, *Print*, *Communication Arts* and *Graphis* are good places to start when learning about design firms. These magazines not only provide information about how designers operate, but they also explain how creatives use photography. For ad agencies, try *Adweek* and *Advertising Age*. These magazines are more business oriented, but they reveal facts about the top agencies and about specific successful campaigns. (See Publications on page 472 for ordering information.) The Web site of Advertising Photographers of America (APA) contains information on business practices and standards for advertising photographers (www.apanational.org).

NORTHEAST & MIDATLANTIC

AMERICA HOUSE COMMUNICATIONS

44 Catherine St., Newport RI 02840. (401)849-9600. Fax: (401)846-1379. E-mail: nmilici@americahouse.com. Web site: www.americahouse.com. **Contact:** Nicole C. Milici, co-creative director. Estab. 1992. Design, advertising, marketing and PR firm. Firm specializes in publication design, Web design, interactive media, public relations and advertising. Types of clients: catalogue, tourism, industrial, financial, retail, publishers, health care. Examples of recent clients: Tennis Hall of Fame Championship; Tall Ships 2007.

Needs Works with 1 photographer/month. Uses photos for direct mail, P-O-P displays, catalogs and destination guides. Reviews stock photos of New England scenics, people and medical/health care. Model/property release preferred. Photo captions preferred.

Specs Prefers digital images.

Making Contact & Terms Submit portfolio for review. Provide résumé, business card, brochure, flier or tear-sheets to be kept on file. Cannot return material. Response time varies depending on project. Pays \$1,200/day. Pays on receipt of invoice, net 30 days. Credit line given depending on usage. Buys one-time rights unless client photo shoot.

Tips Looks for composition and impact.

\$ \$ \$ **HAMPTONDESIGN GROUP**

417 Haines Mill Rd., Allentown PA 18104. (610)821-0963. Fax: (610)821-3008. E-mail: wendy@hamptondesigngroup.com. Web site: www.hamptondesigngroup.com. **Contact:** Wendy Ronga, creative director. Estab. 1997. Member of Type Director Club, Society of Illustrators, Art Directors Club, Society for Publication Designers. Design firm. Approximate annual billing: \$450,000. Number of employees: 3. Firm specializes in annual reports, magazine ads, publication design, collateral, direct mail. Types of clients: financial, publishing, nonprofit. Examples of recent clients: Conference for the Aging, Duke University/Tempton Foundation (photo shoot/5 images); Religion and Science, UCSB University (9 images for conference brochure).

Needs Works with 2 photographers/month. Uses photos for billboards, brochures, catalogs, consumer magazines, direct mail, newspapers, posters, trade magazines. Subjects include: babies/children/teens, multicultural, senior citizens, environmental, landscapes/scenics, wildlife, pets, religious, health/fitness/beauty, business concepts, medicine, science. Interested in alternative process, avant garde, fine art, historical/vintage, seasonal. Model/property release required. Photo captions preferred.

Specs Uses glossy color and/or b&w prints; 35mm, 2¼ × 2¼ transparencies. Accepts images in digital format. Send via CD as TIFF, EPS, JPEG files at 300 dpi.

Making Contact and Terms Send query letter. Keeps samples on file. Responds only if interested; send nonreturnable samples. Pays \$150-1,500 for color photos; \$75-1,000 for b&w photos. Pays extra for electronic usage of photos, varies depending on usage. Price is determined by size, how long the image is used and if it is on the home page. **Pays on receipt of invoice.** Credit line given. Buys one-time rights, all rights, electronic rights; negotiable.

Tips "Use different angles and perspectives, a new way to view the same old boring subject. Try different films and processes."

\$\$\$ MARSHAD TECHNOLOGY GROUP

76 Laight St., New York NY 10013. E-mail: neal@marshad.com. Web site: www.marshad.com. **Contact:** Neal Marshad, owner. Estab. 1983. Video, motion picture and multimedia production house. Approximate annual billing: \$9 million. Number of employees: 15. Types of clients: industrial, financial, retail.

Needs Buys 20-50 photos/year; offers 5-10 assignments/year. Freelancers used for cosmetics, food, travel. Subjects include: beauty, tabletop, architectural, landscapes/scenics, wildlife, entertainment, events, food/drink, performing arts, sports, travel, business concepts, product shots/still life. Interested in avant garde, documentary, fashion/glamour, fine art. Model release required; property release preferred. Photo captions preferred.

Audiovisual Needs Uses film, video, CD for multimedia DVDs.

Specs Uses DV. Accepts images in digital format. Send via CD as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Works with local freelancers on assignment only. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file. "No calls!" Pays \$125-250 for b&w photos; \$125-450 for color photos; \$125-1,000 for videotape. Pays on usage. Credit line depends on client. Buys all rights; negotiable.

\$\$\$ MITCHELL STUDIOS DESIGN CONSULTANTS

1810-7 Front St., East Meadow NY 11554. (516)832-6230. Fax: (516)832-6232. E-mail: msdcdesign@aol.com. **Contact:** Steven E. Mitchell, principal. Estab. 1922. Design firm. Number of employees: 6. Firm specializes in packaging, display design. Types of clients: industrial and retail. Examples of projects: Lipton Cup-A-Soup, Thomas J. Lipton, Inc.; Colgate Toothpaste, Colgate Palmolive Co.; Chef Boy-Ar-Dee, American Home Foods (all 3 involved package design).

Needs Works with varying number of photographers/month. Uses photographs for direct mail, P-O-P displays, catalogs, posters, signage and package design. Subjects include: products/still life. Reviews stock photos of still life/people. Model release required; property release preferred. Photo captions preferred.

Specs Uses all sizes and finishes of color and b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD, SyQuest, floppy disk, Jaz, Zip as EPS files.

Making Contact & Terms Submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Cannot return material. Responds as needed. Pays \$35-75/hour; \$350-1,500/day; \$500 and up/job. **Pays on receipt of invoice.** Credit line sometimes given depending on client approval. Buys all rights.

Tips In portfolio, looks for "ability to complete assignment." Sees a trend toward "tighter budgets." To break in with this firm, keep in touch regularly.

\$\$\$ MIZEREK ADVERTISING, INC.

333 E. 14th St., Suite 7J, New York NY 10003. (212)777-3344. Fax: (212)777-8181. Web site: www.mizerek.net.

Contact: Leonard Mizerek, president. Estab. 1974. Firm specializes in collateral, direct mail. Types of clients: fashion, jewelry, industrial.

Needs Works with 2 photographers/month. Uses photos for trade magazines. Subjects include: interiors/decorating, business concepts, jewelry. Interested in avant garde, fashion/glamour. Reviews stock photos of creative images showing fashion/style. Model release required; property release preferred.

Specs Uses 8 x 10 glossy b&w prints; 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via CD as TIFF files at 300 dpi.

Making Contact & Terms Submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds in 2 weeks. Pays \$500-2,000/job; \$1,500-2,500/day; \$600 for b&w or color photos. **Pays on acceptance.** Credit line sometimes given.

Tips Looks for "clear product visualization. Must show detail and have good color balance." Sees trend toward "more use of photography and expanded creativity." Likes a "thinking" photographer.

\$\$\$ MONDERER DESIGN

2067 Massachusetts Ave., Cambridge MA 02140. (617)661-6125. Fax: (617)661-6126. E-mail: stewart@monderer.com. Web site: www.monderer.com. **Contact:** Stewart Monderer, president. Estab. 1981. Member of AIGA. Design firm. Approximate annual billing: \$1 million. Number of employees: 4. Firm specializes in annual reports, branding, display design, collateral, direct response, publication design and packaging. Types of clients: technology, life science, industrial, financial and nonprofit. Examples of recent clients: Annual Report, Aspen Technology (metaphorical imagery); SequeLink Brochure, Techgnosis (metaphorical imagery); Annual Report, Ariad Pharmaceuticals (closeup b&w faces).

Needs Works with 2 photographers/month. Uses photos for annual reports, catalogs, posters and brochures. Subjects include: environmental, architecture, cities/urban, education, adventure, automobiles, entertainment, events, performing arts, sports, travel, business concepts, industry, medicine, product shots/still life, science, technology/computers, conceptual, site specific, people on location. Interested in alternative process, avant

garde, documentary, historical/vintage, seasonal. Model release preferred; property release sometimes required.

Specs Accepts images in digital format. Send via CD as TIFF, EPS files at 300 dpi.

Making Contact & Terms Send unsolicited photos by mail for consideration. Keeps samples on file. Follow up from photographers recommended. Payment negotiable. **Pays on receipt of invoice.** Credit line sometimes given depending upon client. Rights always negotiated depending on use.

\$ \$ \$ **MULLIN/ASHLEY ASSOCIATE**

860 High St., Chestertown MD 21620. (410)778-2184. Fax: (410)778-6640. E-mail: mar@mullinashley.com. Web site: www.mullinashley.com. **Contact:** Marlayn King, creative director. Estab. 1978. Approximate annual billing: \$2 million. Number of employees: 13. Firm specializes in collateral and interactive media. Types of clients: industrial, business to business, healthcare. Examples of recent clients: W.L. Gore & Associates; Nevamar of International Paper; Community Hospitals.

Needs Works with 3 photographers/month. Uses photos for brochures. Subjects include: business concepts, industry, product shots/still life, technology. Also needs industrial, business to business, healthcare on location. Model release required; property release preferred. Photo captions preferred.

Audiovisual Needs Works with 1 videographer/year. Uses for corporate capabilities, brochure, training and videos.

Specs Prefers images in digital format; also uses 2 1/4 x 2 1/4, 4 x 5 transparencies; high-8 video.

Making Contact and Terms Send query letter or e-mail with résumé, digital files or tearsheets. Provide résumé, business card, self-promotion piece to be kept on file. Responds only if interested; send nonreturnable samples. Pays \$500-8,000 for b&w or color photos; depends on the project or assignment. Pays on receipt of invoice. Credit line sometimes given depending upon assignment.

\$ **NATIONAL BLACK CHILD DEVELOPMENT INSTITUTE**

1101 15th St. NW, Suite 900, Washington DC 20005. (202)833-2220. Fax: (202)833-8222. Web site: www.nbcdi.org. **Contact:** Vicki L. Davis, vice president. Estab. 1970.

Needs Uses photos in brochures, newsletters, annual reports and annual calendar. Candid action photos of black children and youth. Reviews stock photos. Model release required.

Specs Uses 5 x 7, 8 x 10 color and/or glossy b&w prints; color slides; b&w contact sheets. Accepts images in digital format. Send via CD.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Pays \$70 for cover; \$20 for inside. Credit line given. Buys one-time rights.

Tips "Candid action photographs of one black child or youth or a small group of children or youths. Color photos selected are used in annual calendar and are placed beside an appropriate poem selected by organization. Therefore, photograph should communicate a message in an indirect way. Black & white photographs are used in quarterly newsletter and reports. Obtain sample of publications published by organization to see the type of photographs selected."

\$ \$ \$ **NOVUS**

121 E. 24th St., 12th Floor, New York NY 10010. (212)473-1377. Fax: (212)505-3300. E-mail: novuscom@aol.com. Web site: www.novuscommunications.com. **Contact:** Robert Antonik, owner/president. Estab. 1988. Creative marketing and communications firm. Number of employees: 5. Firm specializes in advertising, annual reports, publication design, display design, multimedia, packaging, direct mail, signage and Web site, Internet and DVD development. Types of clients: industrial, financial, retail, health care, telecommunications, entertainment, nonprofit.

Needs Works with 1 photographer/month. Uses photos for annual reports, billboards, consumer and trade magazines, direct mail, P-O-P displays, catalogs, posters, packaging and signage. Subjects include: babies/children/teens, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal. Reviews stock photos. Model/property release required. Photo captions preferred.

Audiovisual Needs Uses film, videotape, DVD.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format. Send via Zip, CD as TIFF, JPEG files.

Making Contact & Terms Arrange a personal interview to show portfolio. Works on assignment only. Keeps samples on file. Cannot return material. Responds in 1-2 weeks. Pays \$75-150 for b&w photos; \$150-750 for color photos; \$300-1,000 for film; \$150-750 for videotape. Pays upon client's payment. Credit line given. Rights negotiable.

Tips "The marriage of photos with illustrations continues to be trendy. More illustrators and photographers are adding stock usage as part of their business. Send sample postcard; follow up with phone call."

POSEY SCHOOL

P.O. Box 254, Northport NY 11768. (631)757-2700. E-mail: EPosey@optonline.net. Web site: www.poseyschool.com. **Contact:** Elsa Posey, president. Estab. 1953. Sponsors a school of dance, art, music, drama; regional dance company and acting company. Uses photos for brochures, news releases and newspapers.

Needs Buys 12-15 photos/year; offers 4 assignments/year. Special subject needs include children dancing, ballet, modern dance, jazz/tap (theater dance) and "photos showing class situations in any subjects we offer. Photos must include girls and boys, women and men." Interested in documentary, fine art, historical/vintage. Reviews stock photos. Model release required.

Specs Uses 8 x 10 glossy b&w prints. Accepts images in digital format. Send via CD, e-mail.

Making Contact & Terms "Call us." Responds in 1 week. Pays \$35 for most photos, b&w or color. Credit line given if requested. Buys one-time rights; negotiable.

Tips "We are small but interested in quality (professional) work. Capture the joy of dance in a photo of children or adults. Show artists, actors or musicians at work. We prefer informal action photos, not posed pictures. We need photos of *real* dancers dancing. Call first. Be prepared to send photos on request."

ARNOLD SAKS ASSOCIATES

350 E. 81st St., 4th Floor, New York NY 10028. (212)861-4300. Fax: (212)535-2590. Web site: www.saksdesign.com. **Contact:** Anita Fiorillo, vice president. Estab. 1968. Member of AIGA. Graphic design firm. Number of employees: 15. Approximate annual billing: \$2 million. Types of clients: industrial, financial, legal, pharmaceutical, utilities. Examples of recent clients: Alcoa; McKinsey; New York Life; UBS; Wyeth; Xerox.

Needs Works with approximately 15 photographers during busy season. Uses photos for annual reports and corporate brochures. Subjects include corporate situations and portraits. Wants photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, automobiles, health/fitness/beauty, performing arts, sports, business concepts, industry, medicine, product shots/still life, science, technology/computers. Reviews stock photos; subjects vary according to the nature of the annual report. Model release required. Photo captions preferred.

Specs Uses b&w prints. Accepts images in digital format. Send via CD, disk, Zip, e-mail as TIFF, EPS, JPEG files.

Making Contact & Terms "Appointments are set up during the spring for summer review on a first-come only basis. We have a limit of approximately 30 portfolios each season." Call to arrange an appointment. Responds as needed. Payment negotiable, "based on project budgets. Generally we pay \$1,500-2,500/day." **Pays on receipt of invoice** and payment by client; advances provided. Credit line sometimes given depending upon client specifications. Buys one-time and all rights; negotiable.

Tips "Ideally a photographer should show a corporate book indicating his success with difficult working conditions and establishing an attractive and vital final product. Our company is well known in the design community for doing classic graphic design. We look for solid, conservative, straightforward corporate photography that will enhance these ideals."

JACK SCHECTERSON ASSOCIATES

5316 251 Place, Little Neck NY 11362. (718)225-3536. Fax: (718)423-3478. **Contact:** Jack Schecterson, principal. Estab. 1962. Design firm. Firm specializes in 2D and 3D visual marketing communications via product, package, collateral and corporate graphic design. Types of clients: industrial, retail, publishing, consumer product manufacturers.

Needs "Depends on work in-house." Uses photos for packaging, P-O-P displays and corporate graphics, collateral. Reviews stock photos. Model/property release required. Photo captions preferred.

Specs Uses color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies. Accepts images in digital format.

Making Contact & Terms Works with local freelancers on assignment. Responds in 3 weeks. Payment negotiable, "depends upon job." Credit line sometimes given. Buys all rights.

Tips Wants to see creative and unique images. "Contact by mail only. Send SASE for return of samples or leave samples for our files."

TOBOL GROUP, INC.

14 Vanderventer Ave., Port Washington NY 11050. (516)767-8182. Fax: (516)767-8185. E-mail: mt@tobolgroup.com. Web site: www.tobolgroup.com. **Contact:** Mitch Tobol, president. Estab. 1981. Ad agency/design studio. Types of clients: high-tech, industrial, business-to-business, consumer. Examples of recent clients: Weight Watchers (in-store promotion); Eutectic & Castolin; Mainco (trade ad); Light Alarms.

Needs Works with up to 2 photographers and videographers/month. Uses photos for billboards, consumer and trade magazines, direct mail, P-O-P displays, catalogs, posters, newspapers, audiovisual. Subjects are varied; mostly still-life photography. Reviews business-to-business and commercial video footage. Model release required.

Audiovisual Needs Uses videotape, DVD, CD.

Specs "Digital photos in all formats, BetaSP, digital video." Uses 4×5, 8×10, 11×14 b&w prints; 35mm, 2¼×2¼, 4×5 transparencies; ½" videotape. Accepts images in digital format. Send via e-mail or link to Web site.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file; follow up with phone call. Works on assignment only. Responds in 3 weeks. Pays \$100-10,000/job. Pays net 30 days. Credit line sometimes given, depending on client and price. Rights purchased depend on client.

Tips In freelancer's samples or demos, wants to see "the best—any style or subject as long as it is done well. Trend is photos or videos to be multi-functional. Show me your *best* and what you enjoy shooting. Get experience with existing company to make the transition from still photography to audiovisual."

☐ WORCESTER POLYTECHNIC INSTITUTE

100 Institute Rd., Worcester MA 01609. (508)831-6715. Fax: (508)831-5820. E-mail: charna@wpi.edu. Web site: www.wpi.edu. **Contact:** Charna Westervelt, magazine editor. Estab. 1865. Publishes periodicals; promotional, recruiting and fund-raising printed materials. Photos used in brochures, newsletters, posters, audiovisual presentations, annual reports, catalogs, magazines, press releases and Web site.

Needs On-campus, comprehensive and specific views of all elements of the WPI experience.

Specs Prefers images in digital format, but will use 5×7 (minimum) glossy b&w and color prints; 35mm, 2¼×2¼, 4×5 transparencies; b&w contact sheets.

Making Contact & Terms Arrange a personal interview to show portfolio or query with Web site link. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. "No phone calls." Responds in 6 weeks. Payment negotiable. Credit line given in some publications. Buys one-time or all rights; negotiable.

\$\$\$ SPENCER ZAHN & ASSOCIATES

2015 Sansom St., Philadelphia PA 19103. (215)564-5979. Fax: (215)564-6285. **Contact:** Spencer Zahn, president. Estab. 1970. Member of GPCC. Marketing, advertising and design firm. Approximate annual billing: \$5 million. Number of employees: 7. Firm specializes in direct mail, electronic collateral, print ads. Types of clients: financial and retail, automotive.

Needs Works with 1-3 photographers/month. Uses photos for billboards, consumer and trade magazines, direct mail, P-O-P displays, posters and signage. Subjects include: people, still life. Reviews stock photos. Model/property release required.

Specs Uses b&w and/or color prints and transparencies. Accepts images in digital format. Send via Zip, CD.

Making Contact & Terms Send query letter with résumé of credits, stock list, samples. Submit portfolio for review. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Keeps samples on file. Responds in 1 month. Pays on publication. Credit line sometimes given. Buys one time and/or all rights; negotiable.

MIDSOUTH & SOUTHEAST

\$\$\$ AMBIT MARKETING COMMUNICATIONS

2455 E. Sunrise Blvd., #711, Ft. Lauderdale FL 33304. (954)568-2100. Fax: (954)568-2888. Web site: www.ambitmarketing.com. Estab. 1977. Member of American Association of Advertising Agencies, American Advertising Federation, Public Relations Society of America. Ad agency. Firm specializes in ad campaigns, print collateral, direct mail.

☐ THE AMERICAN YOUTH PHILHARMONIC ORCHESTRAS

4026 Hummer Rd., Annandale VA 22003. (703)642-8051, ext. 25. Fax: (703)642-8054. **Contact:** Tomoko Azuma, executive director. Estab. 1964. Nonprofit organization that promotes and sponsors 4 youth orchestras. Photos used in newsletters, posters, audiovisual and other forms of promotion.

Needs Photographers usually donate their talents. Offers 8 assignments/year. Photos taken of orchestras, conductors and soloists. Photo captions preferred.

Audiovisual Needs Uses slides and videotape.

Specs Uses 5×7 glossy color and/or b&w prints.

Making Contact & Terms Arrange a personal interview to show portfolio. Works with local freelancers on

assignment only. Keeps samples on file. Payment negotiable. "We're a résumé-builder, a nonprofit that can cover expenses but not service fees." **Pays on acceptance.** Credit line given. Rights negotiable.

BOB BOEBERITZ DESIGN

247 Charlotte St., Asheville NC 28801. (828)258-0316. E-mail: bobb@main.nc.us. Web site: www.bobboeberitzdesign.com. **Contact:** Bob Boeberitz, owner. Estab. 1984. Member of American Advertising Federation, Asheville Freelance Network, Asheville Creative Services Group, National Academy of Recording Arts & Sciences, Public Relations Association of Western North Carolina. Graphic design studio. Approximate annual billing: \$100,000. Number of employees: 1. Firm specializes in annual reports, collateral, direct mail, magazine ads, packaging, publication design, signage, Web sites. Types of clients: management consultants, retail, recording artists, mail-order firms, industrial, nonprofit, restaurants, hotels, book publishers.

Needs Works with 1 freelance photographer "every 6 months or so." Uses photos for consumer and trade magazines, direct mail, brochures, catalogs, posters. Subjects include: babies/children/teens, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, pets, rural, adventure, entertainment, events, food/drink, health/fitness/beauty, hobbies, performing arts, sports, travel, business concepts, industry, medicine, product shots/still life, science, technology/computers; some location, some stock photos. Interested in fashion/glamour, seasonal. Model/property release required.

Specs Uses 8 × 10 glossy b&w prints; 35mm, 4 × 5 transparencies. Accepts images in digital format. Send via CD, Zip, floppy disk, e-mail as TIFF, BMP, JPEG, GIF files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Cannot return unsolicited material. Responds "when there is a need." Pays \$75-200 for b&w photos; \$100-500 for color photos; \$75-150/hour; \$500-1,500/day. Pays on per-job basis. Buys all rights; negotiable.

Tips "Send promotional piece to keep on file. Do not send anything that has to be returned. I usually look for a specific specialty; no photographer is good at everything. I also consider studio space and equipment. Show me something different, unusual, something that sets you apart from any average local photographer. If I'm going out of town for something, it has to be for something I can't get done locally. I keep and file direct mail pieces (especially postcards). I do not keep anything sent by e-mail. If you want me to remember your Web site, send a postcard."

STEVEN COHEN MOTION PICTURE PRODUCTION

1182 Coral Club Dr., Coral Springs FL 33071. (954)346-7370. **Contact:** Steven Cohen, owner. Examples of productions: TV commercials, documentaries, 2nd unit feature films and 2nd unit TV series. Examples of recent clients: "Survivors of the Shoah," Visual History Foundation; "March of the Living," Southern Region 1998.

Needs Subjects include: babies/children/teens, celebrities, couples, families, parents, senior citizens, performing arts, sports, product shots/still life. Interested in documentary, historical/vintage. Model release required.

Audiovisual Needs Uses videotape.

Specs Uses 16mm, 35mm film; 1/2" VHS, Beta videotape, S/VHS videotape, DVCAM videotape.

Making Contact & Terms Send query letter with résumé. Provide business card, self-promotion piece or tearsheets to be kept on file. Works on assignment only. Cannot return material. Responds in 1 week. Payment negotiable. **Pays on acceptance** or publication. Credit line given. Buys all rights (work-for-hire).

GOLD & ASSOCIATES, INC.

6000-C Sawgrass Village Circle, Ponte Vedra Beach FL 32082. (904)285-5669. Fax: (904)285-1579. **Contact:** Keith Gold, creative director/CEO. Estab. 1988. Marketing/design/advertising firm. Approximate annual billing: \$50 million in capitalized billings. Multiple offices throughout Eastern U.S. Firm specializes in health care, publishing, tourism and entertainment industries. Examples of clients: State of Florida; Harcourt; Time-Warner; GEICO; The PGA Tour.

Needs Works with 1-4 photographers/month. Uses photos for print advertising, posters, brochures, direct mail, television spots, and packaging. Subjects vary. Reviews stock photos and reels. Tries to buy out images.

Audiovisual Needs Works with 1-2 filmmakers/month. Uses 35mm film; no video.

Specs Uses digital images.

Making Contact & Terms Contact through rep. Provide samples to be kept on file. Works with freelancers from across the U.S. Cannot return material. Only responds to "photographers being used." **Pays 50% on receipt of invoice, 50% on completion.** Credit line given only for original work where the photograph is the primary design element; never for spot or stock photos. Buys all rights worldwide.

HACKMEISTER ADVERTISING & PUBLIC RELATIONS COMPANY

2631 E. Oakland Park Blvd., Suite 204, Ft. Lauderdale FL 33306. (954)568-2511. E-mail: hackmeisterad@aol.com. **Contact:** Richard Hackmeister, president. Estab. 1979. Ad agency and PR firm. Serves industrial, electronics manufacturers who sell to other businesses.

Needs Works with 1 photographer/month. Uses photos for trade magazines, direct mail, catalogs. Subjects include: electronic products. Model release required. Photo captions required.

Specs Uses 8×10 glossy color prints; 4×5 transparencies.

Making Contact & Terms "Call on telephone first." Does not return unsolicited material. Pays by the day; \$200-2,000/job. Buys all rights.

Tips Looks for "good lighting on highly technical electronic products—creativity."

MYRIAD PRODUCTIONS

P.O. Box 888886, Atlanta GA 30356. (678)417-0041. E-mail: myriad@mindspring.com. **Contact:** Ed Harris, president. Estab. 1965. Primarily involved with sports productions and events. Types of clients: publishing, nonprofit.

Needs Works with photographers on assignment-only basis. Uses photos for portraits, live-action and studio shots, special effects, advertising, illustrations, brochures, TV and film graphics, theatrical and production stills. Subjects include: celebrities, entertainment, sports. Model/property release required. Photo captions preferred; include name(s), location, date, description.

Specs Uses 8×10 b&w and/or color prints; 2¼×2¼ transparencies. Accepts images in digital format. Send via "Mac-compatible CD or DVD. No floppy disks or Zips!"

Making Contact & Terms Provide brochure, résumé or samples to be kept on file. Send material by mail for consideration. "No telephone or fax inquiries, please!" Cannot return material. Response time "depends on urgency of job or production." Payment negotiable. Credit line sometimes given. Buys all rights.

Tips "We look for an imaginative photographer—one who captures all the subtle nuances. Working with us depends almost entirely on the photographer's skill and creative sensitivity with the subject. All materials submitted will be placed on file and not returned, pending future assignments. Photographers should not send us their only prints, transparencies, etc., for this reason."

SOUNDLIGHT

5438 Tennessee Ave., New Port Richey FL 34652. (727)842-6788. E-mail: keth@awakening-healing.com. Web site: www.SoundLight.org. **Contact:** Keth Luke. Estab. 1972. Approximate annual billing: \$150,000. Number of employees: 2. Firm specializes in Web sites, direct mail, magazine ads, publication design. Types of clients: businesses, astrological and spiritual workshops, books, calendars, fashion, magazines, nonprofit, Web pages. Examples of recent clients: Sensual Women of Hawaii (calendars, post cards).

Needs Works with 1 freelance photographer every 4 months. Subjects include: teens, celebrities, couples, people in activities, landscapes/scenics, animals, religious, adventure, health/fitness/beauty, humor, alternative medicine, science, spiritual, travel sites and activities, exotic dance and models (glamour, lingerie and nude). Interested in alternative process, avant garde, erotic, fine art. Reviews stock photos, slides, computer images. Model release preferred for models and advertising people. Photo captions preferred; include who, what, where.

Audiovisual Needs Uses freelance photographers for slide sets, multimedia productions, videotapes, Web sites.

Specs Uses 4×6 to 8×10 glossy color prints; 35mm color slides. Accepts images in digital format. Send via CD, floppy disk, e-mail as TIFF, GIF, JPEG files at 70-100 dpi.

Making Contact & Terms Send query letter with résumé, stock list. Provide prints, slides, business card, computer disk, CD, contact sheets, self-promotion piece or tearsheets to be kept on file. Works on assignment; sometimes buys stock nude model photos. May not return unsolicited material. Responds in 3 weeks. Pays \$100 maximum for b&w and color photos; \$10-1,800 for videotape; \$10-100/hour; \$50-750/day; \$2,000 maximum/job; sometimes also pays in "trades." Pays on publication. Credit line sometimes given. Buys one-time, all rights; various negotiable rights depending on use.

Tips In portfolios or demos, looks for "unique lighting, style, emotional involvement; beautiful, artistic, sensual, erotic viewpoints." Sees trend toward "manipulated computer images. Send query about what you have to show, to see what we can use at that time."

MIDWEST & NORTH CENTRAL

BACHMAN DESIGN GROUP

6001 Memorial Dr., Dublin OH 43017. (614)793-9993. Fax: (614)793-1607. E-mail: thinksmart@bachmanid.com. Web site: www.bachmandesign.com. **Contact:** Bonnie Lattimer, lead graphic designer. Estab. 1988. Member of American Bankers Association, AIGA, Association of Professional Design Firms, Corporate Design Foundation, Bank Administration Institute, Bank Marketing Association, American Center of Design, Design Management Institute. Design firm. Approximate annual billing: \$1 million. Number of employees: 8. Firm specializes in graphics and display design, collateral, merchandising. Types of clients: manufacturing, financial,

retail. Examples of recent clients: S&G Manufacturing (catalog of products); HSBC Group (merchandising-lifestyle images); Westernbank (environments).

Needs Works with 1 photographer/month. Uses photos for P-O-P displays, posters. Subjects include: babies/children/teens, couples, multicultural, families, senior citizens, landscapes/scenics, cities/urban, humor, industry, product shots/still life, technology/computers, lifestyle. Reviews stock photos. Model/property release required. Photo captions preferred.

Specs Uses color and/or b&w prints; 2¼ × 2¼, 4 × 5 transparencies. Accepts images in digital format. Send via CD, SyQuest, Zip as TIFF, EPS, JPEG files.

Making Contact & Terms Send query letter with résumé of credits, samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment only. Cannot return material. Responds in 2 weeks. Pays \$50-150 for b&w or color photos. **Pays on receipt of invoice.** Credit line sometimes given depending on clients' needs/requests. Buys one-time, electronic and all rights; negotiable.

BRAGAW PUBLIC RELATIONS SERVICES

800 E. Northwest Hwy., Suite 1040, Palatine IL 60074. (847)934-5580. Fax: (847)934-5596. Web site: <http://bragawpr.com>. **Contact:** Richard S. Bragaw, president. Estab. 1981. Member of Publicity Club of Chicago. PR firm. Number of employees: 3. Types of clients: professional service firms, high-tech entrepreneurs.

Needs Uses photos for trade magazines, direct mail, brochures, newspapers, newsletters/news releases. Subjects include: "products and people." Model release preferred. Photo captions preferred.

Specs Uses 3 × 5, 5 × 7, 8 × 10 glossy prints.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with freelance photographers on assignment basis only. Pays \$25-100 for b&w photos; \$50-200 for color photos; \$35-100/hour; \$200-500/day; \$100-1,000/job. **Pays on receipt of invoice.** Creditline "possible." Buys all rights; negotiable.

Tips "Execute an assignment well, at reasonable costs, with speedy delivery."

BRIGHT LIGHT VISUAL COMMUNICATIONS

(formerly Bright Light Productions), 602 Main St., Suite 810, Cincinnati OH 45202. (513)721-2574. Fax: (513)721-3329. Web site: www.brightlightusa.com. **Contact:** Linda Spalazzi, president. Visual communication company. Types of clients: national, regional and local companies in the governmental, educational, industrial and commercial categories. Examples of recent clients: Procter & Gamble; U.S. Grains Council; Convergys.

Needs Model/property release required. Photo captions preferred.

Audiovisual Needs "Hire crews around the world using variety of formats."

Making Contact & Terms Provide résumé, flier and brochure to be kept on file. Call to arrange appointment or send query letter with résumé of credits. Works on assignment only. Pays \$100 minimum/day for grip; payment negotiable based on photographer's previous experience/reputation and day rate (10 hours). Pays within 30 days of completion of job. Buys all rights.

Tips Sample assignments include camera assistant, gaffer or grip. Wants to see sample reels or samples of still work. Looking for sensitivity to subject matter and lighting. "Show a willingness to work hard. Every client wants us to work smarter and provide quality at a good value."

CARMICHAEL-LYNCH, INC.

800 Hennepin Ave., Minneapolis MN 55403. (612)334-6000. Fax: (612)334-6085. E-mail: sbossfebbo@clynch.com. Web site: www.clynch.com. **Contact:** Sandy Boss Febbo, executive art producer. Art Producers: Bonnie Brown, Jill Kahn, Jenny Barnes, Andrea Mariash. Member of American Association of Advertising Agencies. Ad agency. Number of employees: 250. Firm specializes in collateral, direct mail, magazine ads, packaging. Types of clients: finance, healthcare, sports and recreation, beverage, outdoor recreational. Examples of recent clients: Harley-Davidson; Porsche; Northwest Airlines; American Standard.

Needs Uses many photographers/month. Uses photos for billboards, consumer and trade magazines, direct mail, P-O-P displays, brochures, posters, newspapers and other media as needs arise. Subjects include: environmental, landscapes/scenics, architecture, interiors/decorating, rural, adventure, automobiles, travel, product shots/still life. Model/property release required for all visually recognizable subjects.

Specs Uses all print formats. Accepts images in digital format. Send as TIFF, GIF, JPEG files at 72 dpi or higher.

Making Contact & Terms Submit portfolio for review. To show portfolio, call Andrea Mariash. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Payment negotiable. Pay depends on contract. Buys all, one-time or exclusive product rights, "depending on agreement."

Tips "No 'babes on bikes'! In a portfolio we prefer to see the photographer's most creative work—not necessarily ads. Show only your most technically, artistically satisfying work."

 DESIGN & MORE

336 Rivershire Court, Lincolnshire IL 60069. (847)821-8868. Fax: (847)821-8886. E-mail: burt@designmore@sbcglobal.net. **Contact:** Burt Bentkover, principal creative director. Estab. 1989. Design and marketing firm. Approximate annual billing: \$300,000. Number of employees: 2. Firm specializes in marketing communications, annual reports, collateral, display design, magazine ads, publication design, signage. Types of clients: foodservice, business-to-business, industrial, retail.

Needs Works with 1 freelancer/month. Uses photos for annual reports, consumer and trade magazines, sales brochures. Subjects include abstracts, food/drink. Interested in alternative process, avant garde. Reviews stock photos. Property release required.

Specs Uses 35mm, 2 1/4 x 2 1/4, 5 x 7 transparencies. Accepts images in digital format.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. "Never send originals." Responds in 2 weeks. Pays \$500-2,000/day. Pays in 45 days. Cannot offer photo credit. Buys negotiable rights.

Tips "Submit nonreturnable photos."

 HUTCHINSON ASSOCIATES, INC.

1147 W. Ohio St., Suite 305, Chicago IL 60622-5874. (312)455-9191. Fax: (312)455-9190. E-mail: hutch@hutchinson.com. Web site: www.hutchinson.com. **Contact:** Jerry Hutchinson. Estab. 1988. Member of American Institute of Graphic Arts. Design firm. Number of employees: 3. Firm specializes in identity development, Web site development, annual reports, collateral, magazine ads, publication design, marketing brochures. Types of clients: industrial, financial, real estate, retail, publishing, nonprofit and medical. Example of recent client: Belden (parts catalog).

Needs Works with 1 photographer/month. Uses photographs for annual reports, brochures, consumer and trade magazines, direct mail, catalogs, Web sites and posters. Subjects include: still life, real estate. Reviews stock photos.

Specs Accepts images in digital format.

Making Contact & Terms Send query letter with samples. Keeps samples on file. Responds "when the right project comes along." Pays \$250-1,500 for b&w photos; \$250-2,000 for color photos. Payment rates depend on the client. Pays within 30-45 days. Credit line sometimes given. Buys one-time, exclusive product and all rights; negotiable.

Tips In samples, "print quality and composition count."

 IDEA BANK MARKETING

P.O. Box 2117, Hastings NE 68902. (402)463-0588. Fax: (402)463-2187. E-mail: sherma@ideabankmarketing.com, mail@ideabankmarketing.com. Web site: www.ideabankmarketing.com. **Contact:** Sherma Jones, vice president/creative director. Estab. 1982. Member of Lincoln Ad Federation. Ad agency. Approximate annual billing: \$1.5 million. Number of employees: 11. Types of clients: industrial, financial, tourism and retail.

Needs Works with 1-2 photographers/quarter. Uses photos for direct mail, catalogs, posters and newspapers. Subjects include people and products. Reviews stock photos. Model release required; property release preferred.

Audiovisual Needs Works with 1 videographer/quarter. Uses slides and videotape for presentations.

Specs Uses digital images.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with freelancers on assignment only. Responds in 2 weeks. Pays \$75-125/hour; \$650-1,000/day. **Pays on acceptance with receipt of invoice.** Credit line sometimes given depending on client and project. Buys all rights; negotiable.

 KINETIC CORPORATION

200 Distillery Commons, Suite 200, Louisville KY 40206. (502)719-9500. Fax: (502)719-9509. E-mail: info@theTechnologyAgency.com. Web site: www.theTechnologyAgency.com. **Contact:** Digital services manager. Estab. 1968. Types of clients: industrial, financial, fashion, retail and food.

Needs Works with freelance photographers and/or videographers as needed. Uses photos for audiovisual and print. Subjects include: location photography. Model and/or property release required.

Specs Uses varied sizes and finishes of color and/or b&w prints; 35mm, 2 1/4 x 2 1/4, 4 x 5, 8 x 10 transparencies and negatives. Accepts images in digital format. Send via CD, Jaz, Zip as TIFF files.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with local freelancers only. Responds only when interested. Payment negotiable. Pays within 30 days. Buys all rights.

the photographs submitted by each vendor to eliminate commercial products. They will evaluate on quality, creativity and crowd appeal. Number of exhibitors: 220. Public attendance: 15,000. Free to public. Artists should apply by downloading application and instructions on Web site. Deadline for entry: August 7. Application fee: \$10. Space fee: \$225. Exhibition space: 8×5 ft. For more information, artists should visit Web site or call.

RILEY FESTIVAL

312 E. Main St. #C, Greenfield IN 46140. (317)462-2141. Fax: (317)467-1449. E-mail: info@rileyfestival.com. Web site: www.rileyfestival.com. **Contact:** Sarah Kesterson, secretary. Estab. 1975. Fine arts & crafts show held annually in October. Outdoors. Accepts photography, fine arts, home arts, quilts. Juried. Awards/prizes: small monetary awards and ribbons. Number of exhibitors: 450. Public attendance: 75,000. Free to public. Artists should apply by downloading application on Web site. Deadline for entry: September 15. Space fee: \$120-145. Exhibition space: 10×10 ft. For more information, artists should visit Web site.

Tips "Keep art priced for middle-class viewers."

ROYAL OAK OUTDOOR ART FAIR

P.O. Box 64, Royal Oak MI 48068-0064. (248)246-3180. Fax: (248)246-3007. E-mail: artfaire@ci.royal-oak.mi.us. **Contact:** Recreation Office Staff, Events and Membership. Estab. 1970. Fine arts & crafts show held annually in July. Outdoors. Accepts photography, collage, jewelry, clay, drawing, painting, glass, wood, metal, leather, soft sculpture. Juried. Number of exhibitors: 110. Public attendance: 25,000. Free to public. Artists should apply with application form and 3 slides of current work. Deadline for entry: March 1. Application fee: \$20. Space fee: \$300. Exhibition space: 15×15 ft. For more information, artists should e-mail or call.

Tips "Be sure to label your slides on the front with name, size of work and 'top.'"

ST. JAMES COURT ART SHOW

P.O. Box 3804, Louisville KY 40201. (502)635-1842. Fax: (502)635-1296. E-mail: mesrock@stjamescourttartshow.com. Web site: www.stjamesartshow.com. **Contact:** Marguerite Esrock, executive director. Estab. 1957. Annual fine arts & crafts show held 1st full weekend in October. Accepts photography; has 16 medium categories. Juried in February; there is also a street jury held during the art show. Awards/prizes: Best of Show—3 places; \$7,500 total prize money. Number of exhibitors: 340. Public attendance: 275,000. Free to the public. Artists should apply by visiting Web site and printing out an application or via www.zapplication.org. Deadline for entry: March 1, 2007. Application fee: \$30. Space fee: \$400-500. Exhibition space: 10×12 ft. For more information, artists should e-mail or visit Web site.

Tips "Have a variety of price points. Don't sit in the back of the booth and expect sales."

ST. PATRICK'S DAY CRAFT SALE AND FALL CRAFT SALE

6370 102nd St. NW, Maple Lake MN 55358-2331. (320)963-5351. **Contact:** Betty Gordon, chairperson. Estab. 1988. Arts & crafts show held biannually in March and early November. Indoors. Number of exhibitors: 40-50. Public attendance: 300-600. Free to public. Artists should apply by requesting an application. Deadline for entry: 1 month-2 weeks before the event. Space fee: \$18-22. Exhibition space: 10×10 ft. For more information, artists should send SASE.

Tips "Don't charge an arm and a leg for the items. Don't overcrowd your items. Be helpful but not pushy."

STONE ARCH FESTIVAL OF THE ARTS

219 Main St. SE, Suite 304, Minneapolis MN 55414. (612)378-1226. E-mail: info@minneapolisriverfrontevents.com. Web site: www.stonearchfestival.com. **Contact:** Sara Collins, manager. Estab. 1994. Fine arts & crafts show/culinary arts show held annually Father's Day weekend. Outdoors. Accepts photography, painting, ceramics, jewelry, fiber, printmaking, wood, metal. Juried by committee. Awards/prizes: free booth the following year; \$100 cash prize. Number of exhibitors: 230. Public attendance: 80,000. Free to public. Artists should apply by application found on Web site. Deadline for entry: March 15. Application fee: \$20. Space fee: \$250-300. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Have an attractive display and variety of prices."

STREET FAIRE AT THE LAKES

P.O. Box 348, Detroit Lakes MN 56502. (800)542-3992. Fax: (218)847-9082. E-mail: jan@visitdetroitlakes.com. Web site: www.visitdetroitlakes.com. **Contact:** Sue Brown, artist coordinator. Estab. 2001. Fine arts & crafts show held annually 1st weekend after Memorial Day, early June. Outdoors. Accepts photography, handmade/original artwork, wood, metal, glass, painting, fiber. Juried by anonymous scoring. Submit 5 slides, 4 of work and 1 of booth display. Top scores are accepted. Number of exhibitors: 125. Public attendance: 15,000. Free to public. Artists should apply by downloading application from Web site. Deadline for entry: January 15. Application fee: \$150-175. Exhibition space: 11×11 ft. For more information, artists should e-mail or call.

categories. Number of exhibitors: 150. Public attendance: 2,000-3,000. Free to public. Artists should apply by mailing or downloading application from Web site. Deadline for entry: March 2. Application fee: \$20. Space fee: \$200. Exhibition space: 10 × 10 ft. For more information, artists should e-mail or visit Web site.

Tips "Original artwork sold by artist. Artwork should be appropriately and reasonably priced."

STAN HYWET HALL & GARDENS WONDERFUL WORLD OF OHIO MART

714 N. Portage Path, Akron OH 44303-1399. (330)836-5533. Web site: www.stanhywet.org. **Contact:** Lynda Grieves, exhibitor chair. Estab. 1966. Arts & crafts show held annually 1st full weekend in October. Outdoors. Accepts photography and all mediums. Juried 2 Saturdays in January and via mail application. Awards/prizes: Best Booth Display. Number of exhibitors: 115. Public attendance: 15,000-20,000. Public admission: \$7. Deadline for entry: mid-February. Space fee: \$450. Exhibition space: 10 × 10 ft. For more information, artists should visit Web site or call.

KIA ART FAIR (KALAMAZOO INSTITUTE OF ARTS)

314 S. Park St., Kalamazoo MI 49007-5102. (269)349-7775. Fax: (269)349-9313. E-mail: srodia@chartermi.net. Web site: www.kiarts.org. **Contact:** Steve Rodia, artist coordinator. Estab. 1951. Fine arts & crafts show held annually 1st Saturday in June. Outdoors. Accepts photography, prints, pastels, drawings, paintings, mixed media, ceramics (functional and nonfunctional), sculpture/metalsmithing, wood, fiber, jewelry, glass, leather. Juried by no fewer than 3 and no more than 5 art professionals chosen for their experience and expertise. See prospectus for more details. Awards/prizes: 1st prize: \$500; 2nd prize: 2 at \$300 each; 3rd prize: 3 at \$200 each. Number of exhibitors: 200. Public attendance: 40,000-50,000. Free to the public. Artists should apply by filling out application form and submitting 4 35mm color slides of their art and 1 color slide of their booth display. Deadline for entry: March 1. Application fee: \$20, nonrefundable. Space fee: \$110. Exhibition space: 10 × 12 ft. Height should not exceed 10 ft. in order to clear the trees in the park. For more information, artists should e-mail, visit Web site, call.

KRASL ART FAIR ON THE BLUFF

707 Lake Blvd., St. Joseph MI 49085. (269)983-0271. Fax: (269)983-0275. E-mail: sara@krasl.org. Web site: www.krasl.org. **Contact:** Sara Shambarger, art fair director. Estab. 1962. Fine arts & crafts show held annually in July. Outdoors. Accepts photography, painting, digital art, drawing, pastels, wearable and nonwearable fiber art, glass, jewelry. Juried. (Returning artists do not have to re-jury or pay the \$25 application fee.) Number of exhibitors: 216. Number of attendees: more than 70,000. Free to public. Artists should apply by completing an application form, which is sent out in December. Deadline for entry: approximately February 9. Application fee: \$25. Space fee: \$225. Exhibition space: 15 × 15 ft. or larger. Average gross sales/exhibitor: \$3,000. For more information, artists should e-mail or visit Web site.

Tips "Be willing to talk to people in your booth. You are your own best asset!"

LAGRANGE ART-CRAFT FAIR

P.O. Box 455, Lemont IL 60439. (630)739-1071. **Contact:** Midwest Art-Craft Fairs. Estab. 1974. Arts & crafts show held annually 2nd weekend in July. Fair held in downtown LaGrange, Illinois. Outdoors. Accepts photography and all other original media. Juried by photos of the art and the display. Average number of exhibitors: 250. Public attendance: 15,000. Free to the public. Artists should apply by calling or writing for an application form. Deadline for entry: April. Space fee: \$190. Exhibition space: 10 × 10 ft. For more information, artists should call.

LES CHENEAUX FESTIVAL OF ARTS

P.O. Box 30, Cedarville MI 49719. (906)484-2821. Fax: (906)484-6107. E-mail: lcha@cedarville.net. **Contact:** A. Goehring, curator. Estab. 1976. Fine arts & crafts show held annually 2nd Saturday in August. Outdoors. Accepts photography and all other media; original work and design only; no kits or commercially manufactured goods. Juried by a committee of 10. Submit 4 slides (3 of the artwork; 1 of booth display). Awards/prizes: Monetary prizes for excellent and original work. Number of exhibitors: 70. Public attendance: 8,000. Public admission: \$7. Artists should fill out application form to apply. Deadline for entry: April 1. Application fee: \$60. Space fee: \$60. Exhibition space: 10 × 10 ft. Average gross sales/exhibitor: \$5-\$500. For more information, artists should call, send SASE.

MICHIGAN STATE UNIVERSITY HOLIDAY ARTS & CRAFTS SHOW

322 MSU Union, East Lansing MI 48824. (517)355-3354. Fax: (517)432-2448. E-mail: uab@hfs.msu.edu. Web site: www.uabevents.com. **Contact:** Janelle Jacobs, assistant manager. Estab. 1963. Arts & crafts show held annually 1st weekend in December. Indoors. Accepts photography, basketry, candles, ceramics, clothing, sculpture, soaps, drawings, floral, fibers, glass, jewelry, metals, painting, graphics, pottery, wood. Juried by a panel of judges using

Audiovisual Needs Uses digital stills, videotape, DVD, DVD-ROM, CD-ROM.

Specs Uses digital still extension, Beta SP, HDV and HD. Accepts images in digital format. Send via DVD, CD, e-mail, FTP.

Making Contact & Terms Provide résumé, business card, self-promotion piece or tearsheets to be kept on file. "Also send video sample reel." Include SASE for return of material. Works with freelancers on assignment only. Responds in 3 weeks. Pays \$10-65/hour; \$160-650/day. Usually pays by the job; negotiable. **Pays on acceptance.** Credit line sometimes given. Buys all rights; negotiable.

Tips "Sample reel—indicate goal for specific pieces. Show good lighting and visualization skills. Show me you can communicate what I need to see, and have a willingness to put out effort to get top quality."

SOUTH CENTRAL & WEST

\$ □ BEAR ENTHUSIAST MARKETING GROUP

32121 Lindero Canyon Rd., Suite 200, Westlake Village CA 91361. (818)865-6464. Fax: (818)865-6499. E-mail: info@bearemg.com. Web site: www.bearemg.com. **Contact:** Bruce Bear, president. Estab. 1961. Ad agency. Number of employees: 15. Firm specializes in display design, magazine ads, collateral, direct mail, packaging. **Needs** Works with 3 photographers/month. Uses photos for brochures, catalogs, consumer magazines, direct mail, P-O-P displays, posters, trade magazines. Subjects include: fishing, hunting and outdoor scenes, wildlife, active lifestyle scenes. Model release preferred.

Specs Uses 35mm transparencies. Accepts images in digital format.

Making Contact and Terms Send query letter with stock list. Pays \$151-300. **Pays on receipt of invoice.** Credit line sometimes given.

\$ □ ■ ■ ■ BERSON, DEAN, STEVENS

P.O. Box 3997, Thousand Oaks CA 91359-3997. (818)713-0134. Fax: (818)713-0417. Web site: www.BersonDeanStevens.com. **Contact:** Lori Berson, owner. Estab. 1981. Design firm. Number of employees: 3. Firm specializes in annual reports, display design, collateral, packaging and direct mail. Types of clients: industrial, financial, food and retail. Examples of recent clients: Dole Food Company; Charles Schwab & Co., Inc.

Needs Works with 4 photographers/month. Uses photos for billboards, trade magazines, direct mail, P-O-P displays, catalogs, posters, packaging and signage. Subjects include: product shots and food. Reviews stock photos. Model/property release required.

Specs Uses 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, DVD as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment only. Responds in 1-2 weeks. Payment negotiable. Pays within 30 days after receipt of invoice. Credit line not given. Rights negotiable.

\$ \$ □ ■ ■ BRAINWORKS DESIGN GROUP

5 Harris Court, Bldg. T, Suite A, Monterey CA 93940. (831)657-0650. Fax: (831)657-0750. E-mail: mail@brainwks.com. Web site: www.brainwks.com. **Contact:** Al Kahn, president. Estab. 1986. Design firm. Approximate annual billing: \$1-2 million. Number of employees: 8. Firm specializes in publication design and collateral. Types of clients: publishing, nonprofit.

Needs Works with 4 photographers/month. Uses photographs for direct mail, catalogs and posters. Subjects include: babies/children/teens, couples, environmental, education, entertainment, performing arts, sports, business concepts, science, technology/computers. Interested in avant garde, documentary. Wants conceptual images. Model release required.

Specs Uses 35mm, 4 × 5 transparencies. Accepts images in digital format. Send via CD.

Making Contact & Terms Arrange a personal interview to show portfolio. Send unsolicited photos by mail for consideration. Works with freelancers on assignment only. Keeps samples on file. Cannot return material. Responds in 1 month. Pays \$200-400 for b&w photos; \$400-600 for color photos; \$100-150/hour; \$750-1,200/day; \$2,500-4,000/job. **Pays on receipt of invoice.** Credit line sometimes given, depending on client. Buys first, one-time and all rights; negotiable.

■ ■ ■ ■ ■ BRAMSON + ASSOCIATES

7400 Beverly Blvd., Los Angeles CA 90036. (323)938-3595. Fax: (323)938-0852. E-mail: gbramson@aol.com. **Contact:** Gene Bramson, principal. Estab. 1970. Ad agency. Approximate annual billing: \$2 million. Number of employees: 7. Types of clients: industrial, financial, food, retail, health care. Examples of recent clients: Hypo Tears; 10 Lab Corporation; Chiron Vision.

Needs Works with 2-5 photographers/month. Uses photos for trade magazines, direct mail, catalogs, posters,

newspapers, signage. Subject matter varies; includes babies/children/teens, couples, multicultural, families, architecture, cities/urban, gardening, interiors/decorating, pets, automobiles, food/drink, health/fitness/beauty, business concepts, medicine, science. Interested in avant garde, documentary, erotic, fashion/glamour, historical/vintage. Reviews stock photos. Model/property release required. Photo captions preferred.

Audiovisual Needs Works with 1 videographer/month. Uses slides and/or videotape for industrial, product.

Specs Uses 11 × 15 color and/or b&w prints; 35mm, 2¼ × 2¼, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD.

Making Contact & Terms Submit portfolio for review. Send unsolicited photos by mail for consideration; include SASE for return of material. Works with local freelancers on assignment only. Provide résumé, business card, brochure, flier or tearsheet to be kept on file. Responds in 3 weeks. Payment negotiable; varies depending on budget for each project. **Pays on receipt of invoice.** Credit line not given. Buys one-time and all rights.

Tips "Innovative, crisp, dynamic, unique style—otherwise we'll stick with our photographers. If it's not great work, don't bother."

\$\$\$ **CLIFF & ASSOCIATES**

10061 Riverside Dr., #808, Toluca Lake CA 91602. **Contact:** Greg Cliff, owner. Estab. 1984. Design firm. Approximate annual billing: \$1 million. Number of employees: 6. Firm specializes in collateral, annual reports, magazine ads, publication design and signage. Types of clients: industrial, financial, retail, publishing, nonprofit, corporate. Examples of recent clients: Spear Leeds & Kellogg; Robt. Wood Johnson Foundation; Toyota; Trusonic; AM/PM Mini Markets.

Needs Works with 1-2 photographers/month. Uses photos for annual reports, direct mail, P-O-P displays, catalogs. Subjects include: babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, historical/vintage, seasonal. Reviews stock photos. Model/property release preferred. Photo captions preferred.

Specs Uses glossy color prints. Accepts images in digital format. Send as TIFF, EPS files.

Making Contact & Terms Works with local freelancers on assignment only. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds in 1-2 weeks. Pays \$600-3,500/day; \$50-1,000 for b&w and color photos. **Pays net 45 on receipt of invoice.** Credit line sometimes given. Rights negotiable.

Tips "Mail tearsheets and samples. If samples need to be returned, enclose SASE."

\$ **DAVIDSON & ASSOCIATES**

3940 Mohigan Way, Las Vegas NV 89119-5147. (702)871-7172. **Contact:** George Davidson, president. Full-service ad agency. Types of clients: beauty, construction, finance, entertainment, retailing, publishing, travel.

Needs Offers 150-200 assignments/year. Uses photos for brochures, newsletters, annual reports, PR releases, AV presentations, sales literature, consumer and trade magazines. Model release required.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with samples or submit portfolio for review. Provide résumé, brochure and tearsheets to be kept on file. Pays \$15-50 for b&w photos; \$25-100 for color photos; \$15-50/hour; \$100-400/day; \$25-1,000 by the project. Pays on production. Buys all rights.

\$\$\$ **DESIGN2MARKET**

909 Weddel Court, Sunnyvale CA 94089. (408)744-6671. Fax: (408)744-6686. E-mail: info@design2marketinc.com. Web site: www.design2marketinc.com. **Contact:** Lior Taylor, senior designer. Design firm. Number of employees: 5. Firm specializes in publication design, display design, magazine ads, collateral, packaging, direct mail and advertising. Types of clients: industrial, retail, nonprofit and technology. Examples of recent clients: Silicon Valley Charity Ball (invitation and posters); IDEC Corporation (advertising); City College of San Francisco (advertising); Polycom (packaging).

Needs Works with 6 photographers/month. Uses photos for trade magazines, direct mail, P-O-P displays, catalogs, posters, packaging and advertising. Subjects include: people, computers, equipment. Reviews stock photos. Model/property release required.

Specs Accepts images in digital format. Send via CD as TIFF, EPS, PICT, JPEG files at 300 dpi minimum.

Making Contact & Terms Send unsolicited photos by mail for consideration. Include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment and buys stock photos. Payment negotiable. Credit line sometimes given. Buys all rights.

AD DYKEMAN ASSOCIATES, INC.

4115 Rawlins St., Dallas TX 75219. (214)528-2991. Fax: (214)528-0241. E-mail: adykeman@airmail.net. Web site: www.dykemanassoc.com. **Contact:** Alice Dykeman, APR, Fellow-PRSA. Estab. 1974. Member of Public Relations Society of America. PR, advertising, video production firm. Firm specializes in collateral, direct mail, magazine ads, publication design. Types of clients: industrial, financial, sports, technology.

Needs Works with 4-5 photographers and/or videographers. Uses photos for publicity, billboards, consumer and trade magazines, direct mail, P-O-P displays, catalogs, posters, newspapers, signage, Web sites.

Audiovisual Needs "We produce and direct video. Just need crew with good equipment and people and ability to do their part."

Making Contact & Terms Arrange a personal interview to show portfolio. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment only. Cannot return material. Pays \$800-1,200/day; \$250-400/1-2 days. "Currently we work only with photographers who are willing to be part of our trade dollar network. Call if you don't understand this term." Pays 30 days after receipt of invoice.

Tips Reviews portfolios with current needs in mind. "If video, we would want to see examples. If for news story, we would need to see photojournalism capabilities. Show portfolio, state pricing. Please e-mail first."

\$ \$ AD FARNAM COMPANIES, INC.

301 W. Osborn, Phoenix AZ 85013-3997. (602)207-2129. Fax: (602)207-2193. E-mail: dkuykendall@mail.farnam.com. Web site: www.farnam.com. **Contact:** Leslie Burger, creative director. Firm specializes in display design, magazine ads, packaging. Types of clients: retail.

• This company has an in-house ad agency called Charles Duff Advertising.

Needs Works with 2 photographers/month. Uses photos for direct mail, catalogs, consumer magazines, P-O-P displays, posters, AV presentations, trade magazines and brochures. Subject matter includes horses, dogs, cats, birds, farm scenes, ranch scenes, cowboys, cattle, horse shows, landscapes/scenics, gardening. Model release required.

Audiovisual Needs Uses film and videotape. Occasionally works with freelance filmmakers to produce educational horse health films and demonstrations of product use.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies; 16mm and 35mm film and videotape. Accepts images in digital format. Send via CD, Zip.

Making Contact & Terms Send query letter with samples; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with freelance photographers on assignment basis only. Pays \$50-350 for color photos. Pays on publication. Credit line given whenever possible. Buys one-time rights.

Tips "Send me a number of good, reasonably priced for one-time use photos of dogs, horses or farm scenes. Better yet, send me good-quality dupes I can keep on file for *rush* use. When the dupes are in the file and I see them regularly, the ones I like stick in my mind and I find myself planning ways to use them. We are looking for original, dramatic work. We especially like to see horses, dogs, cats and cattle captured in artistic scenes or poses. All shots should show off quality animals with good conformation. We rarely use shots if people are shown and prefer animals in natural settings or in barns/stalls."

\$ AD FRIEDENTAG PHOTOGRAPHICS

314 S. Niagara St., Denver CO 80224-1324. (303)333-0570. **Contact:** Harvey Friedentag, manager. Estab. 1957. AV firm. Approximate annual billing: \$500,000. Number of employees: 3. Firm specializes in direct mail, annual reports, publication design, magazine ads. Types of clients: business, industry, financial, publishing, government, trade and union organizations. Produces slide sets, motion pictures and videotape. Examples of recent clients: Perry Realtors annual report (advertising, mailing); Lighting Unlimited catalog (illustrations).

Needs Works with 5-10 photographers/month on assignment only. Buys 1,000 photos and 25 films/year. Reviews stock photos of business, training, public relations, and industrial plants showing people and equipment or products in use. Other subjects include agriculture, business concepts, industry, medicine, military, political, science, technology/computers. Interested in avant garde, documentary, erotic, fashion/glamour. Model release required.

Audiovisual Needs Uses freelance photos in color slide sets and motion pictures. "No posed looks." Also produces mostly 16mm Ektachrome and some 16mm b&w; ¾" and VHS videotape. Length requirement: 3-30 minutes. Interested in stock footage on business, industry, education and unusual information. "No scenics, please!"

Specs Uses 8×10 glossy b&w and/or color prints; 35mm, 2¼×2¼, 4×5 color transparencies. Accepts images in digital format. Send via CD, floppy disk as JPEG files.

Making Contact & Terms Send material by mail for consideration. Provide flier, business card, brochure and nonreturnable samples to show clients. Responds in 3 weeks. Pays \$400/day for still; \$600/day for motion

picture plus expenses; \$100 maximum for b&w photos; \$200 maximum for color photos; \$700 maximum for film; \$700 maximum for videotape. **Pays on acceptance.** Buys rights as required by clients.

Tips "More imagination needed—be different; no scenics, pets or portraits, and above all, technical quality is a must. There are more opportunities now than ever, especially for new people. We are looking to strengthen our file of talent across the nation."

\$ \$ **GRAFICA**

7053 Owensmouth Ave., Canoga Park CA 91303. (818)712-0071. Fax: (818)348-7582. E-mail: graficaeps@aol.com. Web site: www.graficaeps.com. **Contact:** Larry Girardi, owner. Estab. 1974. Member of Adobe Authorized Imaging Center, Quark Service Alliance, Corel Approved Service Bureau. Design studio and service bureau. Approximate annual billing: \$250,000. Number of employees: 5. Firm specializes in annual reports, magazine ads, direct mail, publication design, collateral design, video graphics-titling. Types of clients: high technology, industrial, retail, publishers, entertainment.

Needs Works with 1-2 photographers/month. Uses photos for annual reports, billboards, consumer and trade magazines, P-O-P displays, catalogs, posters, packaging. Subjects include: babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes, scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal. Model release required; property release preferred.

Specs Uses 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, e-mail as JPEG files.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds in 1-2 weeks. Pays \$100-1,000 for b&w and color photos. Credit line sometimes given. Buys first, one-time, electronic and all rights; negotiable.

Tips "Send sample sheets (nonreturnable) for our files. We will contact when appropriate project arises."

GRAPHIC DESIGN CONCEPTS

15329 Yukon Ave., El Camino Village CA 90260-2452. (310)978-8922. **Contact:** C. Weinstein, president. Estab. 1980. Design firm. Number of employees: 10. Firm specializes in annual reports, collateral, publication design, display design, packaging, direct mail, signage. Types of clients: industrial, financial, retail, publishers, non-profit. Examples of recent clients: Sign of Dove (brochures); Trust Financial (marketing materials).

Needs Works with 10 photographers/month. Uses photos for annual reports, billboards, consumer and trade magazines, direct mail, P-O-P displays, catalogs, posters, packaging, signage. Subjects include babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, travel, sports, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers, pictorial. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal. Model/property release required for people, places, art. Photo captions required; include who, what, when, where.

Audiovisual Needs Uses film and videotape.

Specs Uses 8×10 glossy color and/or b&w prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts images in digital format. Send via CD, floppy disk as TIFF, JPEG files at 300 dpi.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with freelancers on assignment only. Responds as needed. Pays \$15 minimum/hour; \$100 minimum/day; \$100 minimum/job; \$50 minimum for color photos; \$25 minimum for b&w photos; \$200 minimum for film; \$200 minimum for videotape. **Pays on receipt of invoice.** Credit line sometimes given depending upon usage. Buys rights according to usage.

Tips In samples, looks for "composition, lighting and styling." Sees trend toward "photos being digitized and manipulated by computer."

HALLOWES PRODUCTIONS & ADVERTISING

11260 Regent St., Los Angeles CA 90066-3414. (310)390-4767. Fax: (310)745-1107. E-mail: adjim@aol.com. Web site: www.jimhallowes.com or www.hallowesproductions.com. **Contact:** Jim Hallowes, creative director/producer-director. Estab. 1984. Produces TV commercials, corporate films and print advertising.

Needs Buys 8-10 photos/year. Uses photos for magazines, posters, newspapers and brochures. Reviews stock photos; subjects vary.

Audiovisual Needs Uses film and video for TV commercials and corporate films.

Specs Uses 35mm, 4×5 transparencies; 35mm/16mm film; Beta SP videotape.

Making Contact & Terms Send query letter with résumé of credits. "Do not fax unless requested." Keeps samples on file. Responds if interested. Payment negotiable. Pays on usage. Credit line sometimes given, depending upon usage, usually not. Buys first and all rights; rights vary depending on client.

THE HITCHINS COMPANY

22756 Hartland St., Canoga Park CA 91307. (818)715-0510. Fax: (775)806-2687. E-mail: whitichins@socal.rr.com. **Contact:** W.E. Hitchins, president. Estab. 1985. Ad agency. Approximate annual billing: \$300,000. Number of employees: 2. Firm specializes in collateral, direct mail, magazine ads. Types of clients: industrial, retail (food), auctioneers. Examples of recent clients: Electronic Expeditors (brochure showing products); Allan-Davis Enterprises (magazine ads).

Needs Uses photos for trade and consumer magazines, direct mail, newspapers. Model release required.

Specs Uses b&w and/or color prints. "Copy should be flexible for scanning." Accepts images in digital format. Send via CD, floppy disk, e-mail.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment only. Cannot return material. Payment negotiable depending on job. **Pays on receipt of invoice** (30 days). Rights purchased negotiable; "varies as to project."

Tips Wants to see shots of people and products in samples.

IMAGE INTEGRATION

2619 Benvenue Ave., #A, Berkeley CA 94704. (510)841-8524. E-mail: vancesail@aol.com. **Contact:** Vince Casalaina, owner. Estab. 1971. Firm specializes in material for TV productions and Internet sites. Approximate annual billing: \$100,000. Examples of recent clients: "Ultimate Subscription," *Sailing World* (30-second spot); "Road to America's Cup," ESPN (stock footage); "Sail with the Best," U.S. Sailing (promotional video).

Needs Works with 1 photographer/month. Reviews stock photos of sailing. Property release preferred. Photo captions required; include regatta name, regatta location, date.

Audiovisual Needs Works with 1 videographer/month. Uses videotape. Subjects include: sailing.

Specs Uses 4×5 or larger matte color and/or b&w prints; 35mm transparencies; 16mm film and Betacam videotape. Prefers images in digital format. Send via e-mail, Zip, CD-ROM (preferred).

Making Contact & Terms Send unsolicited photos by mail with SASE for consideration. Keeps samples on file. Responds in 2 weeks. Payment depends on distribution. Pays on publication. Credit line sometimes given, depending upon whether any credits included. Buys nonexclusive rights; negotiable.

JUDE STUDIOS

8000 Research Forest, Suite 115-266, The Woodlands TX 77382. (281)364-9366. Fax: (281)364-9529. E-mail: jdollar@judestudios.com. Web site: www.judestudios.com. **Contact:** Judith Dollar, art director. Estab. 1994. Member of Houston Art Directors Club, American Advertising Federation. Number of employees: 2. Firm specializes in collateral, direct mail, packaging. Types of clients: industrial, high tech, medical, event marketing, service. Examples of recent clients: home builder; festivals and events; corporate collateral; various logos; banking.

Needs Works with 1 photographer/month. Uses photos for brochures, catalogs, direct mail, trade and trade show graphics. Needs photos of families, senior citizens, education, pets, business concepts, industry, product shots/still life, technology/computers. Model release required; property release preferred. Photo captions preferred.

Specs Uses 5×7, 8×10 glossy prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD as TIFF, EPS, JPEG files at 350 dpi. "Do not e-mail attachments."

Making Contact & Terms Send query letter with prints, photocopies, tearsheets. Provide business card, self-promotion piece to be kept on file. Responds only if interested; send nonreturnable samples. Pays by the project. **Pays on receipt of invoice.**

KOCHAN & COMPANY

800 Geyer Ave., St Louis MO 63104. (314)621-4455. Fax: (314)621-1777. Web site: www.kochanandcompany.com. **Contact:** Tracy Tucker, creative director/vice president. Estab. 1987. Member of AAAA. Ad agency. Number of employees: 16. Firm specializes in display design, magazine ads, packaging, direct mail, signage. Types of clients: attractions, retail, nonprofit. Example of recent clients: Argosy Casino (billboards/duratrans); Pasta House Co. (menu inserts); HealthLink (billboards); Remington Park Racetrack/Casino (billboards/print ads).

Needs Uses photos for billboards, brochures, catalogs, direct mail, newspapers, posters, signage. Reviews stock photos. Model/property release required. Photo captions required.

Making Contact & Terms Send query letter with samples, brochure, stock list, tearsheets. To show portfolio, photographer should follow up with call and/or letter after initial query. Portfolio should include b&w, color,

prints, tearsheets, slides, transparencies. Works with freelancers on assignment only. Keeps samples on file. Responds only if interested; send nonreturnable samples. **Pays on receipt of invoice.** Credit line given. Buys all rights.

\$\$\$ **LINEAR CYCLE PRODUCTIONS**

Box 2608, Sepulveda CA 91393-2608. **Contact:** R. Borowy, production manager. Estab. 1980. Member of International United Photographer Publishers, Inc. Ad agency, PR firm. Approximate annual billing: \$5 million. Number of employees: 20. Firm specializes in annual reports, display design, magazine ads, publication design, direct mail, packaging, signage. Types of clients: industrial, commercial, advertising, retail, publishing.

Needs Works with 7-10 photographers/month. Uses photos for billboards, consumer magazines, direct mail, P-O-P displays, posters, newspapers, audiovisual uses. Subjects include: candid photographs. Reviews stock photos, archival. Model/property release required. Photo captions required; include description of subject matter.

Audiovisual Needs Works with 8-12 filmmakers and 8-12 videographers/month. Uses slides and/or film or video for television/motion pictures. Subjects include: archival-humor material.

Specs Uses 8 × 10 color and/or b&w prints; 35mm, 8 × 10 transparencies; 16mm-35mm film; 1/2", 3/4", 1" videotape. Accepts images in digital format. Send via CD, floppy disk, Jaz as TIFF, GIF, JPEG files.

Making Contact & Terms Submit portfolio for review. Send query letter with résumé of credits, stock list. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works with local freelancers on assignment and buys stock photos. Responds in 1 month. Pays \$100-500 for b&w photos; \$150-750 for color photos; \$100-1,000/job. Prices paid depend on position. Pays on publication. Credit line given. Buys one-time rights; negotiable.

Tips "Send a good portfolio with color images. No sloppy pictures or portfolios! The better the portfolio is set up, the better the chances we would consider it, let alone look at it!" Seeing a trend toward "more archival/vintage and a lot of humor pieces."

\$\$\$ **THE MILLER GROUP**

1516 Bundy Dr., Suite 200, Los Angeles CA 90025. (310)442-0101. Fax: (310)442-0107. E-mail: sarah@millergroup.net. Web site: www.millergroup.net. **Contact:** Sarah Milstein. Estab. 1990. Member of WSAAA. Approximate annual billing: \$3.5 million. Number of employees: 6. Firm specializes in print advertising. Types of clients: consumer.

Needs Uses photos for billboards, brochures, consumer magazines, direct mail, newspapers. Model release required.

Making Contact and Terms Contact through rep or send query letter with photocopies. Provide self-promotion piece to be kept on file. Buys all rights; negotiable.

Tips "Please, no calls!"

\$\$\$ **POINTBLANK AGENCY**

100 N. Brand Blvd., Suite 211, Glendale CA 91203. (818)551-9181. Fax: (818)551-9681. E-mail: valn@pointblankagency.com. Web site: www.pointblankagency.com. **Contact:** Valod Nazarian. Ad and design agency. Serves travel, high-technology and consumer-technology clients.

Needs Uses photos for trade show graphics, Web sites, consumer and trade magazines, direct mail, P-O-P displays, newspapers. Subject matter of photography purchased includes: conceptual shots of people and table top (tight shots of electronics products). Model release required. Photo captions preferred.

Specs Uses 8 × 10 matte b&w and/or color prints; 35mm, 2 1/4 × 2 1/4, 4 × 5, 8 × 10 transparencies. Accepts images in digital format. Send via CD, e-mail, floppy disk or Zip.

Making Contact & Terms Arrange a personal interview to show portfolio. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment basis only. Does not return unsolicited material. Responds in 3 weeks. Pays \$100-5,000 for b&w photos; \$100-8,000 for color photos; maximum \$5,000/day; \$200-2,000 for electronic usage (Web banners, etc.), depending on budget. **Pays on receipt of invoice.** Buys one-time, exclusive product, electronic and all rights (work-for-hire); negotiable.

Tips Prefers to see "originality, creativity, uniqueness, technical expertise" in work submitted. There is more use of "photo composites, dramatic lighting and more attention to detail" in photography.

RED HOTS ENTERTAINMENT

67885 Foothill Rd., Cathedral City CA 92234-2436. **Contact:** Chip Miller and Daniel Pomeroy, creative directors. Estab. 1987. Motion picture, music video, commercial and promotional trailer film production company. Number of employees: 12. Firm specializes in magazine ads. Types of clients: industrial, fashion, entertainment, publishing, motion picture, TV and music. Examples of recent clients: "History of Vegas," Player's Network

(broadcast); "Making of First Love," JWP/USA (MTV Broadcast); "The Sun Show," SSTV; "The Belly Twins Show."

Needs Works with 1-4 photographers/month. Uses freelancers for TV, music video, motion picture stills and production. Model release required; property release preferred. Photo captions preferred.

Audiovisual Needs Uses film and video.

Making Contact & Terms Provide business card, résumé, references, samples or tearsheets to be kept on file. Payment negotiable "based on project's budget." Rights negotiable.

Tips Wants to see a minimum of 2 pieces "expressing range of studio, location, style and model-oriented work. Include samples of work published or commissioned for production."

TED ROGGEN ADVERTISING AND PUBLIC RELATIONS

101 Westcott St., Unit 306, Houston TX 77007. (281)563-2851. Fax: (713)869-3563. E-mail: sroggen@aol.com.

Contact: Ted Roggen. Estab. 1945. Ad agency and PR firm. Number of employees: 3. Firm specializes in magazine ads, direct mail. Types of clients: construction, entertainment, food, finance, publishing, travel.

Needs Buys 25-50 photos/year; offers 50-75 assignments/year. Uses photos for billboards, direct mail, radio, TV, P-O-P displays, brochures, annual reports, PR releases, sales literature and trade magazines. Subjects include adventure, health/fitness, sports, travel. Interested in erotic, fashion/glamour. Model release required. Photo captions required.

Specs Uses 5×7 glossy or matte b&w and/or color prints; 4×5 transparencies. "Contact sheet OK."

Making Contact & Terms Provide résumé to be kept on file. Pays \$75-250 for b&w photos; \$125-300 for color photos; \$150/hour. **Pays on acceptance.** Rights negotiable.

DANA WHITE PRODUCTIONS, INC.

2623 29th St., Santa Monica CA 90405. (310)450-9101. E-mail: dwprods@aol.com. **Contact:** Dana White, president. Estab. 1977. Full-service audiovisual, multi-image, digital photography and design, video/film production studio. Types of clients: schools and community-based nonprofit institutions, corporate, government, publishing, marketing/advertising, and art galleries. Examples of recent clients: Los Angeles County (annual report); Back Forty Feature Films; Southern California Gas Company/South Coast AQMD (Clean Air Environmental Film Trailers in 300 LA-based motion picture theaters); Glencoe/McGraw-Hill (textbook photography and illustrations, slide shows); Pepperdine University (awards banquet presentations, fundraising, biographical tribute programs); U.S. Forest Service (training programs); Venice Family Clinic (newsletter photography); Johnson & Higgins (brochure photography). "Stock photography is available through PhotoEdit: www.photoeditinc.com; locate Dana White in list of photographers."

Needs Works with 2-3 photographers/month. Uses photos for catalogs, audiovisual, books. Subjects include: people, products, still life, event documentation, architecture. Interested in reviewing 35mm stock photos by appointment. Model release required for people and companies.

Audiovisual Needs Uses all AV formats including scanned and digital images for computer-based multimedia; 35mm slides for multi-image presentations; and medium-format as needed.

Specs Uses color and/or b&w prints; 35mm, 2¼×2¼ transparencies; digital images (minimum 6mp files).

Making Contact & Terms Arrange a personal interview to show portfolio and samples. "Please do not send originals." Works with freelancers on assignment only. Will assign certain work on spec. Do not submit unsolicited material. Cannot return material. **Pays when images are shot to White's satisfaction**—never delays until acceptance by client. Pays according to job: \$25-100/hour, up to \$750/day; \$20-50/shot; or fixed fee based upon job complexity and priority of exposure. Hires according to work-for-hire and will share photo credit when possible.

Tips In freelancer's portfolio or demo, Mr. White wants to see "quality of composition, lighting, saturation, degree of difficulty, and importance of assignment. The trend seems to be toward more video, less AV. Clients are paying less and expecting more. To break in, freelancers should diversify, negotiate, be personable and flexible, go the distance to get and keep the job. Freelancers need to see themselves as hunters who are dependent upon their hunting skills for their livelihood. Don't get stuck in one-dimensional thinking. Think and perform as a team—service that benefits all sectors of the community and process."

NORTHWEST & CANADA

AUGUSTUS BARNETT ADVERTISING/DESIGN

P.O. Box 197, Fox Island WA 98333. (253)549-2396. Web site: www.augustusbarnett.com. **Contact:** Charlie Barnett, president. Estab. 1981. Ad agency, design firm. Firm specializes in print ads, collateral, direct mail, business to business, retail, food, package design and identities. Types of clients: industrial, financial, retail, nonprofit.

Needs Works with 1-2 photographers/month. Uses photos for consumer and trade magazines, direct mail, P-O-P displays, newspapers. Subjects include: industrial, food-related product photography. Model release required; property release preferred for fine art, vintage cars, boats and documents. Photo captions preferred.

Specs Uses 4×5, 8×10 glossy b&w prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, Jaz, Zip, e-mail, FTP as TIFF, EPS, GIF files at 300 dpi minimum.

Making Contact & Terms Call for interview or drop off portfolio. Keeps samples on file. Responds in 2 weeks. Pays \$600-1,500/day; negotiable. **Pays on receipt of invoice.** Credit line sometimes given "if the photography is partially donated for a nonprofit organization." Buys one-time and exclusive product rights; negotiable.

CREATIVE COMPANY

726 NE Fourth St., McMinnville OR 97128. (503)883-4433 or (866)363-4433. Fax: (503)883-6817. E-mail: jlmorrows@creativeco.com. Web site: www.creativeco.com. **Contact:** Jennifer L. Morrow, president. Estab. 1978. Member of American Institute of Graphic Artists, Portland Ad Federation. Marketing communications firm. Approximate annual billing: \$1 million. Number of employees: 8. Firm specializes in collateral, direct mail, magazine ads, packaging, publication design. Types of clients: service, industrial, financial, manufacturing, non-profit, business-to-business.

Needs Works with 1-2 photographers/month. Uses photos for direct mail, P-O-P displays, catalogs, posters, audiovisual and sales promotion packages. Subjects include: babies/children/teens, multicultural, senior citizens, gardening, food/drink, health/fitness/beauty, agriculture, business concepts, industry, product shots/still life, technology/computers. Model release preferred.

Specs Uses 5×7 and larger glossy color and/or b&w prints; 2¼×2¼, 4×5 transparencies. Accepts images in digital format. Send via CD, e-mail, floppy disk, Zip as TIFF files.

Making Contact & Terms Arrange a personal interview to show portfolio. Works with local freelancers only. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds "when needed." Pays \$75-300 for b&w photos; \$200-1,000 for color photos; \$20-75/hour; \$700-2,000/day; \$200-15,000/job. Credit line not given. Buys one-time, one-year and all rights; negotiable.

Tips In freelancers' portfolios, looks for "product shots, lighting, creative approach, understanding of sales message and reproduction." Sees trend toward "more special effect photography and manipulation of photos in computers." To break in with this firm, "do good work, be responsive, and understand what color separations and printing will do to photos."

DUCK SOUP GRAPHICS, INC.

21120 Terwillegar P.O., Edmonton AB T6R 2V4 Canada. (780)462-4760. Fax: (780)463-0924. **Contact:** William Doucette, creative director. Estab. 1980. Design firm. Approximate annual billing: \$4.6 million. Number of employees: 7. Firm specializes in branding, annual reports, business collateral, magazine ads, publication design, corporate identity, packaging and direct mail. Types of clients: high-tech, industrial, government, institutional, financial, entertainment and retail.

Needs Works with 4-5 photographers/month. Uses photos for annual reports, billboards, consumer and trade magazines, direct mail, posters and packaging. Subjects include multicultural, families, environmental, landscapes/scenics, wildlife, architecture, cities/urban, rural, adventure, automobiles, entertainment, events, health/fitness, performing arts, sports, travel, agriculture, business concepts, industry, medicine, product shots/still life, science, technology. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage. Reviews stock photos. Model release required.

Specs Accepts images in digital format. Send via e-mail, CD, Zip as EPS files.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Works on assignment only. Responds in 2 weeks. Pays \$100-200/hour; \$1,000-2,000/day; \$1,000-15,000/job. **Pays on receipt of invoice.** Credit line given depending on number of photos in publication. Buys first rights; negotiable.

Tips "Call for an appointment or send samples by mail. Interested in seeing new, digital or traditional work."

GIBSON ADVERTISING & DESIGN

24th St. W., Suite 105, Billings MT 59102; P.O. Box 80407, Billings MT 59104. (406)248-3555. Fax: (406)248-9998. E-mail: mike@gibsonad.com. Web site: www.gibsonad.com. **Contact:** Mike Curtis, account manager. Estab. 1984. Ad agency. Number of employees: 6. Types of clients: industrial, financial, retail, food, medical.

Needs Works with 1-3 freelance photographers and 1-2 videographers/month. Uses photos for direct mail, P-O-P displays, catalogs, posters, newspapers, signage and audiovisual. Subjects vary with job. Reviews stock photos. "We would like to see more Western photos." Model release required. Property release preferred.

Audiovisual Needs Uses slides and videotape.

Specs Uses color and b&w prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies; 16mm, VHS, Betacam videotape; and digital formats.

Making Contact & Terms Send query letter with résumé of credits or samples. Provide résumé, business card,

brochure, flier or tearsheets to be kept on file. Works with local freelancers on assignment only. Keeps samples on file. Cannot return material. Responds in 2 weeks. Pays \$75-150/job; \$150-250 for color photo; \$75-150 for b&w photo; \$100-150/hour for video. **Pays on receipt of invoice**, net 30 days. Credit line sometimes given. Buys one-time and electronic rights. Rights negotiable.

HENRY SCHMIDT DESIGN

14710 SE Lee Ave., Portland OR 97267-2631. (503)652-1114. E-mail: hank@hankink.com. Web site: www.hankink.com. **Contact:** Hank Schmidt, president. Estab. 1976. Design firm. Approximate annual billing: \$250,000. Number of employees: 2. Firm specializes in branding, packaging, P-O-P displays, catalog/sales literature.

Needs Works with 1-2 photographers/month. Uses photos for catalogs and packaging. Subjects include product shots/still life. Interested in fashion/glamour. Model/property release required.

Specs Uses digital photography for almost all projects. Send digital images via CD, e-mail as TIFF, JPEG files.

Making Contact & Terms Interested in receiving work from newer, lesser-known photographers. Send query letter with samples; include SASE for return of material. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Payment negotiable. **Pays on receipt of invoice**, net 30 days. Credit line sometimes given. Buys all rights.

Tips "I shoot with digital photographers almost exclusively." Expects photographer to provide image processing; "I never buy 'raw' images."

SUN.ERGOS: A Company of Theatre and Dance

130 Sunset Way, Priddis AB T0L 1W0 Canada. (403)931-1527. Fax: (403)931-1534. E-mail: waltermoke@sunergos.com. Web site: www.sunergos.com. **Contact:** Robert Greenwood, artistic and managing director. Estab. 1977. "A unique, professional, two-man company of theatre and dance, touring nationally and internationally as cultural ambassadors to urban and rural communities."

Needs Buys 10-30 photos/year; offers 3-5 assignments/year. Uses photos for brochures, newsletters, posters, newspapers, annual reports, magazines, press releases, audiovisual uses and catalogs. Reviews theater and dance stock photos. Property release required for performance photos for media use. Photo captions required; include subject, date, city, performance title.

Audiovisual Needs Uses slides, film and videotape for media usage, showcases and international conferences. Subjects include performance pieces/showcase materials.

Specs Uses 8×10, 8½×11 color and/or b&w prints; 35mm, 2¼×2¼ transparencies; 16mm film; NTSC/PAL/SECAM videotape.

Making Contact & Terms Arrange a personal interview to show portfolio. Send query letter with résumé of credits. Provide résumé, business card, self-promotion piece or tearsheets to be kept on file. Works on assignment only. Response time depends on project. Pays \$100-150/day; \$150-300/job; \$2.50-10 for color or b&w photos. Pays on usage. Credit line given. Buys all rights.

Tips "You must have experience shooting dance and *live* theater performances."

WARNE MARKETING & COMMUNICATIONS

65 Overlea Blvd., Suite 112, Toronto ON M4H 1P1 Canada. (416)927-0881. Fax: (416)927-1676. E-mail: scott@warne.com. Web site: www.warne.com. **Contact:** Scott Warne, president. Estab. 1979. Ad agency. Types of clients: business-to-business.

Needs Works with 4 photographers/month. Uses photos for trade magazines, direct mail, Internet, P-O-P displays, catalogs and posters. Subjects include: business concepts, science, technology/computers, in-plant photography and studio set-ups. Special subject needs include in-plant shots. Model release required.

Audiovisual Needs Uses PowerPoint and videotape.

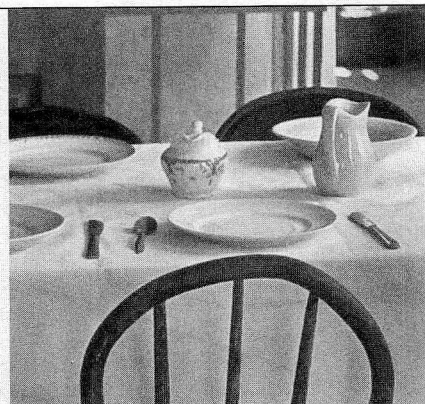
Specs Uses digital images or transparencies.

Making Contact & Terms Send letter citing related experience plus 2 or 3 samples. Works on assignment only. Cannot return material. Responds in 2 weeks. Pays \$1,000-1,500/day. Pays within 30 days. Buys all rights.

Tips In portfolio/samples, prefers to see industrial subjects and creative styles. "We look for lighting knowledge, composition and imagination."

MARKETS

Galleries



• Vicki Reed

The popularity of photography as a collectible art form has improved the market for fine art photographs over the last decade. Collectors now recognize the investment value of prints by Ansel Adams, Irving Penn and Henri Cartier-Bresson, and therefore frequently turn to galleries for photographs to place in their private collections.

The gallery/fine art market can make money for many photographers. However, unlike commercial and editorial markets, galleries seldom generate quick income for artists. Galleries should be considered venues for important, thought-provoking imagery, rather than markets through which you can make a substantial living.

More than any other market, this area is filled with photographers who are interested in delivering a message. Many photography exhibits focus on one theme by a single artist. Group exhibits feature the work of several artists, and they often explore a theme from many perspectives, though not always. These group exhibits may be juried (i.e., the photographs in the exhibit are selected by a committee of judges who are knowledgeable about photography). Some group exhibits also may include other mediums such as painting, drawing or sculpture. In any case, galleries want artists who can excite viewers and make them think about important subjects. They, of course, also hope that viewers will buy the photographs shown in their galleries.

As with picture buyers and art directors, gallery directors love to see strong, well-organized portfolios. Limit your portfolio to 20 top-notch images. When putting together your portfolio, focus on one overriding theme. A director wants to be certain you have enough quality work to carry an entire show. After the portfolio review, if the director likes your style, then you might discuss future projects or past work that you've done. Directors who see promise in your work, but don't think you're ready for a solo exhibition, may place your photographs in a group exhibition.

HOW GALLERIES OPERATE

In exchange for brokering images, a gallery often receives a commission of 40-50 percent. They usually exhibit work for a month, sometimes longer, and hold openings to kick off new shows. And they frequently provide pre-exhibition publicity. Some smaller galleries require exhibiting photographers to help with opening night reception expenses. Galleries also may require photographers to appear during the show or opening. Be certain that such policies are put in writing before you allow them to show your work.

Gallery directors who foresee a bright future for you might want exclusive rights to represent your work. This type of arrangement forces buyers to get your images directly from the gallery that represents you. Such contracts are quite common, usually limiting the exclusive

rights to specified distances. For example, a gallery in Tulsa, Oklahoma, may have exclusive rights to distribute your work within a 200-mile radius of the gallery. This would allow you to sign similar contracts with galleries outside the 200-mile range.

FIND THE RIGHT FIT

As you search for the perfect gallery, it's important to understand the different types of exhibition spaces and how they operate. The route you choose depends on your needs, the type of work you do, your long-term goals, and the audience you're trying to reach. (The following descriptions were provided by the editor of *Artist's & Graphic Designer's Market*.)

- **Retail or commercial galleries.** The goal of the retail gallery is to sell and promote artists while turning a profit. Retail galleries take a commission of 40-50 percent of all sales.
- **Co-op galleries.** Co-ops exist to sell and promote artists' work, but they are run by artists. Members exhibit their own work in exchange for a fee, which covers the gallery's overhead. Some co-ops also take a commission of 20-30 percent to cover expenses. Members share the responsibilities of gallery-sitting, sales, housekeeping and maintenance.
- **Rental galleries.** The rental gallery makes its profit primarily through renting space to artists and consequently may not take a commission on sales (or will take only a very small commission). Some rental spaces provide publicity for artists, while others do not. Showing in this type of gallery is risky. Rental galleries are sometimes thought of as "vanity galleries" and, consequently, they do not have the credibility other galleries enjoy.
- **Nonprofit galleries.** Nonprofit spaces will provide you with an opportunity to sell work and gain publicity, but will not market your work aggressively, because their goals are not necessarily sales-oriented. Nonprofits normally take a commission of 20-30 percent.
- **Museums.** Don't approach museums unless you have already exhibited in galleries. The work in museums is by established artists and is usually donated by collectors or purchased through art dealers.
- **Art consultancies.** Generally, art consultants act as liaisons between fine artists and buyers. Most take a commission on sales (as would a gallery). Some maintain small gallery spaces and show work to clients by appointment.

If you've never exhibited your work in a traditional gallery space before, you may want to start with a less traditional kind of show. Alternative spaces are becoming a viable way to help the public see your work. Try bookstores (even large chains), restaurants, coffee shops, upscale home furnishings stores and boutiques. The art will help give their business a more pleasant, interesting environment at no cost to them, and you may generate a few fans or even a few sales.

Think carefully about what you take pictures of and what kinds of businesses might benefit from displaying them. If you shoot flowers and other plant life, perhaps you could approach a nursery about hanging your work in their sales office. If you shoot landscapes of exotic locations, maybe a travel agent would like to take you on. Think creatively and don't be afraid to approach a business person with a proposal. Just make sure the final agreement is spelled out in writing so there will be no misunderstandings, especially about who gets what money from sales.

COMPOSING AN ARTIST'S STATEMENT

When you approach a gallery about a solo exhibition, they will usually expect your body of work to be organized around a theme. To present your work and its theme to the public, the

gallery will expect you to write an artist's statement, a brief essay about how and why you make photographic images. There are several things to keep in mind when writing your statement:

1. Be brief. Most statements should be 100-300 words long. You shouldn't try to tell your life's story leading up to this moment.
2. Write as you speak. There is no reason to make up complicated motivations for your work if there aren't any. Just be honest about why you shoot the way you do.
3. Stay focused. Limit your thoughts to those that deal directly with the specific exhibit for which you're preparing.

Before you start writing your statement, consider your answers to the following questions:

1. Why do you make photographs (as opposed to using some other medium)?
2. What are your photographs about?
3. What are the subjects in your photographs?
4. What are you trying to communicate through your work?

A.R.C. GALLERY

734 N. Milwaukee Ave., Chicago IL 60622. (312)733-2787. **Contact:** Carolyne King. Estab. 1973. Sponsors 5-8 exhibits/year. Average display time 1 month. Overall price range \$100-1,200.

Exhibits All styles considered. Contemporary fine art photography, documentary and journalism.

Making Contact & Terms Charges no commission.

Submissions Must send slides, résumé and statement to gallery for review; include SASE. Reviews transparencies. Responds in 1 month.

Tips Photographers "should have a consistent body of work. Show emerging and experimental work."

ADDISON/RIPLEY FINE ART

1670 Wisconsin Ave. NW, Washington DC 20007. (202)338-5180. Fax: (202)338-2341. E-mail: addisonrip@aol.com. Website: www.addisonripleyfineart.com. **Contact:** Christopher Addison, owner. Art consultancy, for-profit gallery. Estab. 1981. Approached by 100 artists/year; represents or exhibits 25 artists. Average display time 6 weeks. Gallery open Tuesday through Saturday from 11 to 6. Closed end of summer. Located in Georgetown in a large, open, light-filled gallery space. Overall price range \$500-80,000. Most work sold at \$2,500-10,000.

Exhibits Exhibits works of all media.

Making Contact & Terms Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, photocopies, résumé, SASE. Responds in 1 month.

Tips "Submit organized, professional-looking materials."

ADIRONDACK LAKES CENTER FOR THE ARTS

Rt. 28, P.O. Box 205, Blue Mt. Lake NY 12812. (518)352-7715. Fax: (518)352-7333. E-mail: alca@frontiernet.net. Web site: www.adk-arts.org. **Contact:** Anisia Kelly, program director. Estab. 1967. Sponsors 15-20 exhibits/year. Average display time 1 month. Overall price range \$100-2,000. Most work sold at \$250.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel. Interested in contemporary Adirondack, nature photography, alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Charges 30% commission. "Pricing is determined by photographer. Payment made to photographer at end of exhibit." Accepted work should be framed, matted.

Submissions Send résumé, artist's statement, slides/photos. Deadline is first Monday in November.

Tips "Our gallery is open during all events taking place at the Arts Center, including concerts, films, workshops and theater productions. Guests for these events are often customers seeking images from our gallery for their own collections or their places of business. Customers are often vacationers who have come to enjoy the natural beauty of the Adirondacks. For this reason, landscape and nature art sells well here."

ALASKA STATE MUSEUM

395 Whittier St., Juneau AK 99801-1718. (907)465-2901. Fax: (907)465-2976. E-mail: bruce_kato@eed.state.ak.us. Web site: www.museums.state.ak.us. **Contact:** Bruce Kato, chief curator. Museum. Estab. 1900. Approached by 40 artists/year. Sponsors 1 photography exhibit every 2 years. Average display time 10 weeks. Downtown location—3 galleries.

Exhibits Interested in historical and fine art.

Submissions Finds artists through portfolio reviews.

ALBANY CENTER GALLERIES

161 Washington Ave., Albany NY 12210. (518)462-4775. E-mail: director@albanycentergalleries.org. Web site: www.albanycentergalleries.org. **Contact:** Sarah Martinez, executive director. Estab. 1977. Sponsors 7 exhibits/year. Average display time 6 weeks. Sponsors openings; provides refreshments and hors d'oeuvres. Overall price range \$100-1,000.

Exhibits Photographer must live within 100 miles of Albany for regular exhibits and for Photography Regional, which is held at the Albany Center Galleries on a rotating basis. Interested in all subjects.

Making Contact & Terms Charges 35% commission. Reviews transparencies. "Work must be framed and ready to hang." Send material by mail with SASE for consideration.

THE ALBUQUERQUE MUSEUM OF ART & HISTORY

2000 Mountain Rd. NW, Albuquerque NM 87104. (505)243-7255. Fax: (505)764-6546. Web site: www.cabq.gov/museum. **Contact:** Douglas Fairfield, curator of art. Estab. 1967. Sponsors 7-10 exhibits/year. Average display time 3-4 months. Gallery open Tuesday through Sunday from 9 to 5. Closed Monday and city holidays.

Exhibits Considers art, historical and documentary photography for exhibition and purchase. Art related to Albuquerque, the state of New Mexico, and the Southwest.

Submissions Submit portfolio of slides, photos, or disk for review. Responds in 2 months.

AMERICAN SOCIETY OF ARTISTS, INC.

P.O. Box 1326, Palatine IL 60078. (847)991-4748 or (312)751-2500. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** Helen Del Valle, membership chairman.

Exhibits Members and nonmembers may exhibit. "Our members range from internationally known artists to unknown artists—quality of work is the important factor. We have about 25 shows throughout the year that accept photographic art."

Making Contact & Terms Accepted work should be framed, mounted or matted.

Submissions Send SASE and 5 slides/photos representative of your work, and request membership information and application. Responds in 2 weeks. Accepted members may participate in lecture and demonstration service. Member publication: *ASA Artisan*.

ANDERSON-SOULE GALLERY

Two Capital Plaza, N. Main St., Concord NH 03301. E-mail: art@anderson-soulegallery.co. Web site: www.anderson-soulegallery.com. **Contact:** Trish Soule, gallery director. Art consultancy, for-profit gallery, rental gallery. Estab. 2002. Approached by 15 artists/year; represents or exhibits 20+ artists. Average display time 6 weeks. Open Tuesday through Saturday from 10 to 4.

Exhibits Exhibits photos of architecture, rural, landscapes/scenics. Interested in alternative process, fine art. Exhibits only artists from the Northeast US.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Mail portfolio for review; send query letter with artist's statement, bio, photocopies, résumé, CD for PC, SASE.

Submissions Mail portfolio for review. Finds artists through portfolio reviews, referrals by other artists.

Tips "Provide all requested materials."

ARIZONA STATE UNIVERSITY ART MUSEUM

P.O. Box 872911, Tempe AZ 85287-2911. (480)965-2787. Fax: (480)965-5254. E-mail: asuartmuseum@asu.edu. Web site: http://asuartmuseum.asu.edu. **Contact:** Marilyn Zeitlin, director. Estab. 1950. The ASU Art Museum has 2 facilities and approximately 8 galleries of 2,500 square feet each; mounts over 20 exhibitions/year. Average display time 2-3 months.

Exhibits Work must be approved by curatorial staff as meeting museum criteria.

Making Contact & Terms Accepted work should be framed, mounted, matted.

Submissions Send query letter with samples and SASE. Responds "depending on when we can review work."

ARNOLD ART

210 Thames St., Newport RI 02840. E-mail: info@arnoldart.com. Web site: www.arnoldart.com. **Contact:** William Rommel, owner. For-profit gallery. Estab. 1870. Represents or exhibits 40 artists. Average display time 1

X month. Gallery open Monday through Saturday from 9:30 to 5:30; Sunday from 12 to 5. Closed Christmas, Thanksgiving, Easter. Art gallery 17 ft. x 50 ft., open gallery space (3rd floor). Overall price range \$100-35,000. Most work sold at \$300.

Exhibits Marine (sailing), classic yachts, America's Cup, wooden boats, sailing/racing.

Making Contact & Terms Artwork is accepted on consignment, and there is a 45% commission. Gallery provides promotion. Accepted work should be framed.

Submissions E-mail to arrange a personal interview to show portfolio.

THE ARSENAL GALLERY

✓ The Arsenal Bldg., Central Park, New York NY 10021. (212)360-8163. Fax: (212)360-1329. E-mail: patricia.hamilton@parks.nyc.gov. Web site: www.nyc.gov/Parks. **Contact:** Patricia Hamilton, public art coordinator. Non-profit gallery. Estab. 1971. Approached by 100 artists/year; 8-10 exhibits/year. Sponsors 2-3 photography exhibits/year. Average display time 1 month. Gallery open Monday through Friday from 9 to 5. Closed weekends and holidays. Has 100 linear feet of wall space on the 3rd floor of the Administrative Headquarters of the Parks Department located in Central Park. Overall price range \$100-1,000.

Exhibits Exhibits photos of environmental, landscapes/scenics, wildlife, architecture, cities/urban, adventure. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 15% commission. Gallery provides promotion.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, résumé, reviews, SASE. Responds within 6 months, only if interested. Artist should call. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

Tips "Appear organized and professional."

THE ART DIRECTORS CLUB

106 W. 29th St., New York NY 10001. (212)643-1440. Fax: (212)643-4266. E-mail: info@adcglobal.org. Web site: www.adcglobal.org. **Contact:** Myrna Davis, executive director. Estab. 1920. Sponsors 8-10 exhibits/year. Average display time 1 month.

X **Exhibits** Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion, glamour, fine art, historical/vintage, seasonal. Must be a group show with theme and sponsorship. Interested in work for advertising, publication design, graphic design, new media.

Submissions Send query letter with samples. Cannot return material. Responds depending on review committee's schedule.

ART FORMS

✓ 16 Monmouth St., Red Bank NJ 07701. (732)530-4330. Fax: (732)530-9791. E-mail: artforms99@aol.com. **Contact:** Charlotte T. Scherer, director. Estab. 1985. Photography is exhibited all year long. Average display time 6 weeks. Overall price range \$250-1,500.

Exhibits Work must be original. Interested in alternative process, avant garde, erotic, fine art.

Making Contact & Terms Charges 50% commission. Accepted work can be framed or unframed, mounted or unmounted, matted or unmatted. Requires exclusive representation locally.

Submissions Send query letter with samples, SASE. Responds in 1 month.

ART SOURCE L.A., INC.

✓ West Coast office: 2801 Ocean Park Blvd., PMB 7, Santa Monica CA 90405. (310)452-4411. Fax: (310)452-0300. E-mail: info@artsourceca.com. Web site: www.artsourceca.com. East Coast office: 12001 Montrose Park Place, North Bethesda MD 20852. (301)230-0023. Fax: (301)230-0025. E-mail: bonniek@artsourceca.com. **Contact:** Francine Ellman, president. Estab. 1980. Exhibitions vary. Overall price range \$300-15,000. Most work sold at \$1,000.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, interiors/decorating, rural, automobiles, food/drink, travel, technology/computers. Interested in alternative process, avant garde, fine art, historical/vintage, seasonal. "We do projects worldwide, putting together fine art for public spaces, hotels, restaurants, corporations, government, private collections." Interested in all types of quality work. "We use a lot of photography."

Making Contact & Terms Interested in receiving work from emerging and established photographers. Charges 50% commission. Accepted work should be mounted or matted.

Submissions Send a minimum of 20 slides, photographs or inkjet prints (laser copies not acceptable), clearly labeled with name, title and date of work; plus catalogs, brochures, résumé, price list, SASE. Responds in 2 months.

Tips "Show a consistent body of work, well marked and presented so it may be viewed to see its merits."

ART WITHOUT WALLS, INC.

P.O. Box 341, Sayville NY 11782. (631)567-9418. Fax: (631)567-9418. E-mail: artwithoutwalls@webtv.net. **Contact:** Sharon Lippman, executive director. Nonprofit gallery. Estab. 1985. Approached by 300 artists/year; represents or exhibits 100 artists. Sponsors 3 photography exhibits/year. Average display time 1 month. Gallery open daily from 9 to 5. Closed December 22 to January 5 and Easter week. Traveling exhibits in various public spaces. Overall price range \$1,000-25,000. Most work sold at \$3,000-5,000. "Price varies—especially if student work."

Exhibits Exhibits photos of celebrities, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, medicine, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 20% commission. Gallery provides promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Mail portfolio for review. Send query letter with artist's statement, brochure, photographs, résumé, reviews, SASE, slides. Responds in 1 month. Finds artists through submissions, portfolio reviews, art exhibits.

Tips "Work should be properly framed with name, year, medium, title, size."

ARTNET INTERNATIONAL GALLERY

(617)495-7451 or (359)898-448132. Fax: (359)(2)851-2838. E-mail: artnetg@yahoo.com. Web site: www.designbg.com. **Contact:** Yavor Shopov, director. For-profit Internet gallery. Estab. 1998. Approached by 100 artists/year; represents or exhibits 20 artists. Sponsors 5 photography exhibits/year. Display time permanent. "Our gallery exists only on the Internet. Each artist has individual 'exhibition space' divided into separate thematic exhibitions along with bio and statement." Overall price range \$150-55,000.

Exhibits Exhibits photos of multicultural, landscapes/scenics, wildlife, architecture, cities/urban, education, adventure, beauty, sports, travel, science, buildings. Interested in avant garde, erotic, fashion/glamour, fine art, seasonal.

Making Contact & Terms Artwork is accepted on consignment; there is a 10% commission and a rental fee for space of \$1/image per month or \$5/image per year. First 6 images are displayed free of rental fee. Gallery provides promotion. Accepted work should be matted.

Submission "We accept computer scans only; no slides, please. E-mail us attached scans, 900×1200 px (300 dpi for prints or 900 dpi for 36mm slides), as JPEG files for IBM computers." E-mail query letter with artist's statement, bio, résumé. Responds in 6 weeks. Finds artists through submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

Tips "E-mail us a tightly edited selection of less than 20 scans of your best work. All work must force any person to look over it again and again. Main usage of all works exhibited in our gallery is for limited edition (photos) or original (paintings) wall decoration of offices and homes, so photos must have quality of paintings. We like to see strong artistic sense of mood, composition, light, color and strong graphic impact or expression of emotions. For us, only quality of work is important, so newer, lesser-known artists are welcome."

ARTISTS' COOPERATIVE GALLERY

405 S. 11th St., Omaha NE 68102. (402)342-9617. Web site: www.artistsco-opgallery.com. Estab. 1974. Sponsors 11 exhibits/year. Average display time 1 month. Gallery sponsors all-member exhibits and outreach exhibits; individual artists sponsor their own small group exhibits throughout the year. Overall price range \$100-300.

Exhibits Fine art photography only. Interested in all types, styles and subject matter.

Making Contact & Terms Charges no commission. Reviews transparencies. Accepted work should be framed work only. "Artist must be willing to work 13 days per year at the gallery or pay another member to do so. We are a member-owned-and-operated cooperative. Artist must also serve on one committee."

Submissions Send query letter with résumé, SASE. Responds in 2 months.

Tips "Write for membership application. Membership committee screens applicants August 1-15 each year. Responds by September 1. New membership year begins October 1. Members must pay annual fee of \$325."

Will consider well-known artists of regional or national importance for one of our community outreach exhibits. Membership is not required for outreach program."

ARTLINK

437 E. Berry St., Suite 202, Fort Wayne IN 46802. (260)424-7195. Fax: (260)424-8453. E-mail: artlinkfw@juno.com. Web site: <http://artlinkfw.com>. **Contact:** Betty Fishman, executive director. Nonprofit gallery. Estab. 1979. Approached by 300 artists/year. Sponsors 1 photography exhibit/year. Average display time 6 weeks. Gallery open Tuesday through Saturday from 12 to 5; Friday and Saturday evenings from 6 to 9; Sundays from 1 to 5. Located 2 blocks from downtown Fort Wayne. Overall price range \$100-2,000. Most work sold at \$250.

Making Contact & Terms Artwork is accepted on consignment, and there is a 35% commission. Gallery provides insurance. Accepted work should be framed.

Submissions Write to arrange an interview to show portfolio of slides. Mail portfolio for review. Send query letter with artist's statement, slides, SASE. Responds in 1 month. Finds artists through submissions, portfolio reviews, referrals by other artists.

ARTS IOWA CITY

129 E. Washington St., Suite 1, Iowa City IA 52245-3925. (319)337-7447. E-mail: members@artsiowacity.com. Web site: www.artsiowacity.com. **Contact:** LaDonna Wicklund, president. Nonprofit gallery. Estab. 1975. Approached by more than 65 artists/year; represents or exhibits more than 30 artists. Average display time 1 month. Mail gallery open limited hours; Saturdays 12 to 4. Several locations open during business hours include: AIC Jefferson Center & Gallery—129 E. Washington St.; satellite galleries at Starbucks Downtown, Salon Studios, Melrose Meadows, and other varying locations. Overall price range: \$200-6,000. Most work sold at \$500.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, rural. Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance (in gallery, not during transit to/from gallery), promotion and contract. Accepted work should be framed, mounted and matted. "We represent artists who are members of Arts Iowa City; to be a member, one must pay a membership fee. Most members are from Iowa and surrounding states."

Submissions Call or write to arrange a personal interview to show portfolio of photographs, slides and transparencies. Send query letter with artist's statement, bio, brochure, business card, photographs, résumé, reviews, slides and SASE. Responds to queries in 1 month. Finds artists through referrals by other artists, submissions and word of mouth.

Tips "We are a nonprofit gallery with limited staff. Most work is done by volunteers. Artists interested in submitting work should visit our Web site to gain a better understanding of the services we provide and to obtain membership and show proposal information. Please submit applications according to the guidelines on the Web site."

ARTS ON DOUGLAS

123 Douglas St., New Smyrna Beach FL 32168. (386)428-1133. Fax: (386)428-5008. Web site: www.artsondoughas.net. **Contact:** Meghan Martin, gallery manager. For-profit gallery. Estab. 1996. Represents 60 Florida artists in ongoing group exhibits and features 8 artists/year in solo exhibitions. Average display time 1 month. Gallery open Tuesday through Friday from 11 to 6; Saturday from 10 to 2; by appointment. Location has 5,000 sq. ft. of exhibition space. Overall price range varies.

Exhibits Exhibits photos of environmental. Interested in alternative process, documentary, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion. Accepted work should be framed. Requires exclusive representation locally. Accepts only professional artists from Florida.

Submissions Call in advance to inquire about submissions/reviews. Send query letter with artist's statement, bio, brochure, résumé, reviews, slides, SASE. Finds artists through referrals by other artists.

ARTWORKS GALLERY

233 Pearl St., Hartford CT 06103. (860)247-3522. Fax: (860)548-0779. E-mail: info@artworksgallery.org. Web site: www.artworksgallery.org. **Contact:** Diane Legere, executive director. Estab. 1976. Average display time 1 month. Overall price range \$100-5,000. Most work sold at \$500-800.

Exhibits Exhibits photos of disasters, environmental, landscapes/scenics, wildlife. Interested in contemporary work, alternative process, avant garde, documentary, erotic, fine art. "We have juried shows; members must be voted in after interview."

Making Contact & Terms There is a co-op membership fee plus a donation of time. There is a 30% commission. **Submissions** Send for membership application. Include SASE. Responds in 1 month.

Tips "The more energy and equipment you put into the gallery, the more you get out of it. It's a great place to network and establish yourself."

ASHLAND ARTS/ICON STUDIOS

(formerly Eleven East Ashland), 1205 W. Pierce St., Phoenix AZ 85007. (602)257-8543 or (602)253-8888. Fax: (602)257-8543. **Contact:** David Cook, director. Estab. 1986. Sponsors 6 exhibits/year. Average display time 2 months. One juried show in spring and fall of each year "for adults only." Annual anniversary exhibition in spring (call for information—\$25 fee, 3 slides, SASE). Overall price range \$100-500. Most work sold at \$150.

Exhibits Exhibits photos of landscapes/scenics, architecture, rural, travel. "Contemporary only (portrait, landscape, genre, mixed media in b&w, color, nonsilver, etc.); photographers must represent themselves, have complete exhibition proposal form and be responsible for own announcements." Interested in "all subjects in the contemporary vein—manipulated, straight and non-silver processes." Interested in alternative process, avant garde, fine art.

Making Contact & Terms Charges 25% commission. ~~There is a rental fee for space; covers 2 months.~~ Accepted work can be framed or unframed, mounted or unmounted, matted or unmatted. Shows are limited to material able to fit through the front door. Installations acceptable.

Submissions Send query letter with résumé, samples, SASE. Responds in 2 weeks.

Tips "Sincerely look for a venue for your art and follow through. Search for traditional and nontraditional spaces. Treat your work with care and make slides if possible for easy presentation."

ASIAN AMERICAN ARTS CENTRE

26 Bowery, 3rd Floor, New York NY 10013. (212)233-2154. E-mail: aaac@artspiral.org. Web site: www.artspiral.org. **Contact:** Robert Lee, director. Estab. 1974. Average display time 6 weeks.

Exhibits ~~Should be Asian American or significantly influenced by Asian culture, and should be entered into the archive—a historical record of the presence of Asia in the US.~~ Interested in "creative art pieces."

Making Contact & Terms Requests 30% "donation" on works sold. Sometimes buys photos outright.

Submissions To be considered, send dupes of slides, résumé, artist's statement, bio and online form to be entered into the archive. These will be kept for users of archive to review. Recent entries are reviewed once/year for the Art Centre's annual exhibition.

ATLANTIC GALLERY

40 Wooster St., 4th Floor, New York NY 10013. (212)219-3183. Web site: www.atlanticgallery.org. Cooperative gallery. Estab. 1974. Approached by 50 artists/year; represents or exhibits 40 artists. Average display time 3 weeks. Gallery open Tuesday through Saturday from 12 to 6. Closed August. Located in Soho. Overall price range \$100-13,000. Most work sold at \$1,500-5,000.

Exhibits Exhibits photos of multicultural, families, environmental, landscapes/scenics, wildlife, architecture, cities/urban, rural, performing arts, travel, product shots/still life, technology/computers. Interested in fine art.

Making Contact & Terms ~~There is a co-op membership fee plus a donation of time.~~ Accepts mostly artists from New York, Connecticut, Massachusetts, New Jersey.

Submissions Call or write to arrange a personal interview to show portfolio of slides. Send artist's statement, bio, brochure, SASE, slides. Responds in 1 month. Views slides monthly. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

Tips "Submit an organized folder with slides, bio, and 3 pieces of actual work. If we respond with interest, we then review again."

AXIS GALLERY

453 W. 17th St., New York NY 10011. (212)741-2582. E-mail: info@axisgallery.com. Web site: www.axisgallery.com. **Contact:** Lisa Brittan, director. For-profit gallery. Estab. 1997. Approached by 40 African artists/year; represents or exhibits 30 artists. Open Tuesday through Saturday from 11 to 6. Closed during summer. Located in Chelsea, 1,600 sq. ft. Overall price range \$500-3,000.

Exhibits Interested in alternative process, avant garde, documentary, erotic, fine art, historical/vintage. Also interested in photojournalism, resistance.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. ~~Accepts only artists from Africa.~~

Submissions Send query letter with photographs, résumé, reviews, SASE, slides or CD-ROM. Responds in 3 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

Tips "Send letter with SASE and materials listed above. Photographers should research galleries first to check if their work fits the gallery program. Avoid bulk mailings."

BALZEKAS MUSEUM OF LITHUANIAN CULTURE ART GALLERY

6500 S. Pulaski Rd., Chicago IL 60629. (773)582-6500. Fax: (773)582-5133. Museum, museum retail shop, nonprofit gallery, rental gallery. Estab. 1966. Approached by 20 artists/year. Sponsors 2 photography exhibits/

year. Average display time 6 weeks. Gallery open 7 days a week. Closed holidays. Overall price range \$150-6,000. Most work sold at \$545.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel, agriculture, buildings, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 33 1/3% commission. Gallery provides promotion. Accepted work should be framed.

Submissions Write to arrange a personal interview to show portfolio. Responds in 2 months. Finds artists through word of mouth, art exhibits, referrals by other artists.

BARRON ARTS CENTER

582 Rahway Ave., Woodbridge NJ 07095. (732)634-0413. Fax: (732)634-8633. **Contact:** Cynthia A. Knight, director. Estab. 1975. Overall price range \$150-400. Most work sold at \$175.

Making Contact & Terms Charges 20% commission.

Submissions Reviews transparencies but prefers portfolio. Submit portfolio for review; include SASE for return. Responds "depending upon date of review, but generally within a month of receiving materials."

Tips "Make a professional presentation of work with all pieces matted or treated in a like manner. In terms of the market, we tend to hear that there are not enough galleries that will exhibit photography."

BELIAN ART CENTER

5980 Rochester Rd., Troy MI 48085. (248)828-1001. Fax: (248)828-1905. E-mail: BelianArtCenter@aol.com. **Contact:** Zabel Belian, director. Estab. 1985. Sponsors 1-2 exhibits/year. Average display time 3 weeks. Sponsors openings. Average price range \$200-2,000.

Exhibits Looks for originality, capturing the intended mood, perfect copy, mostly original editions. Subjects include landscapes, cities, rural, events, agriculture, buildings, still life.

Making Contact & Terms Charges 40-50% commission. Buys photos outright. Reviews transparencies. Requires exclusive representation locally. Arrange a personal interview to show portfolio. Send query letter with résumé and SASE. Responds in 2 weeks.

BELL STUDIO

3428 N. Southport Ave., Chicago IL 60657. Web site: www.bellstudio.net. **Contact:** Paul Therieau, director. For-profit gallery. Estab. 2001. Approached by 60 artists/year; represents or exhibits 10 artists. Sponsors 3 photography exhibits/year. Average display time 6 weeks. Open all year; Monday through Friday from 12 to 7; weekends from 12 to 5. Located in brick storefront; 750 sq. ft. of exhibition space; high traffic. Overall price range: \$150-3,500. Most work sold at \$600.

Exhibits Interested in alternative process, avant garde, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Write to arrange a personal interview to show portfolio; include bio and résumé. Responds to queries within 3 months, only if interested. Finds artists through referrals by other artists, submissions, word of mouth.

Tips "Send SASE; type submission letter; include show history, résumé."

BENHAM STUDIO GALLERY

1216 First Ave., Seattle WA 98101. (206)622-2480. Fax: (206)622-6383. e-mail queries@benhamgallery.com. Web site: www.benhamgallery.com. **Contact:** Marita Holdaway, owner. Estab. 1987. Sponsors 9 exhibits/year. Average display time 6 weeks. Overall price range \$250-9,750. Most work sold at \$500.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, cities/urban, religious, rural, humor. Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Charges 50% commission.

Submissions See Web site for submission guidelines. "If you have a Web site with a portfolio, you can send the URL via e-mail. We will not return any unsolicited submissions. We will not be responsible for any lost or damaged materials you send us."

BENNETT GALLERIES AND COMPANY

5308 Kingston Pike, Knoxville TN 37919. (865)584-6791. Fax: (865)588-6130. Web site: www.bennettgalleries.com. **Contact:** Marga Ingram, gallery director. For-profit gallery. Estab. 1985. Represents or exhibits 40 artists/

year. Sponsors 1-2 photography exhibits/year. Average display time 1 month. Gallery open Monday through Saturday from 10 to 5:30. Conveniently located a few miles from downtown Knoxville in the Bearden area. The formal art gallery has over 2,000 sq. ft. and 20,000 sq. ft. of additional space. Overall price range \$100-12,000. Most work sold at \$400-600.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, humor, sports, travel. Interested in alternative process, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, photographs, SASE, CD. Responds within 1 month, only if interested. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

Tips "When submitting material to a gallery for review, the package should include information about the artist (neatly written or typed), photographic material, and SASE if you want your materials back."

BERKSHIRE ARTISANS GALLERY

Lichtenstein Center for the Arts, 28 Renne Ave., Pittsfield MA 01201. (413)499-9348. Fax: (413)442-8043. E-mail: mwhilden@pittsfieldch.com. Web site: www.pittsfield.com/artsculture.asp. **Contact:** Megan Whilden, artistic director. Estab. 1975. Sponsors 10 exhibits/year. Open Wednesday through Saturday from 12 to 5. Overall price range \$50-1,500.

Making Contact & Terms Charges 20% commission. Will review transparencies of photographic work. Accepted work should be framed, mounted, matted.

Submissions "Photographer should send SASE with 20 slides or prints, résumé and statement by mail only to gallery."

Tips To break in, "Send portfolio, slides and SASE. We accept all art photography. Work must be professionally presented and framed. Send in by July 1 each year. Expect exhibition 2-3 years from submission date. We have a professional juror look at slide entries once a year (usually July-September). Expect that work to be tied up for 2-3 months in jury."

MONA BERMAN FINE ARTS

78 Lyon St., New Haven CT 06511. (203)562-4720. E-mail: info@MonaBermanFineArts.com. Web site: www.MonaBermanFineArts.com. **Contact:** Mona Berman, director. Estab. 1979. Sponsors 0-1 exhibit/year. Average display time 1 month. Overall price range \$500-5,000.

- "We are art consultants serving corporations, architects and designers. We also have private clients. We hold very few exhibits; we mainly show work to our clients for consideration and sell a lot of photographs."

Exhibits "Photographers must have been represented by us for over 2 years. Interested in all except figurative, although we do use some portrait work."

Making Contact & Terms Charges 50% commission. "Payment to artist 30 days after receipt of payment from client." Interested in seeing unframed, unmounted, unmatte work only.

Submissions "E-mail digital images or Web links, or send CDs. Inquire by e-mail; no calls, please. Always include retail prices." Materials returned with SASE only. Responds in 1 month.

Tips "Looking for new perspectives, new images, new ideas, excellent print quality, ability to print in very large sizes, consistency of vision. Digital prints must be archival."

BETTCHER GALLERY-MIAMI

Soyka's 55th Street Station, 5582 NE Fourth Court, Miami FL 33137. (305)758-7556. Fax: (305)758-8297. E-mail: bettcher@aol.com. Web site: www.bettchergallery.com. **Contact:** Cora Bettcher, president/director. Art consultancy and for-profit gallery. Estab. 1995. Approached by 400-500 artists/year; represents 40-50 artists/year. Sponsors 8 total exhibits/year. Average display time 6 weeks. Open Tuesday through Wednesday from 11 to 6; Thursday through Saturday from 1 to 11 p.m. Open all year. Overall price range: \$500-50,000; most work sold at \$5,000-15,000.

Exhibits Open to all subjects. Interested in various alternative processes.

Making Contact & Terms Retail price of the art set by the existing market (current, most recent exhibit or auction). Gallery provides contract.

Submissions Contact by e-mail. Responds to queries within 6 months, only if interested.

Tips "Keep it clean and simple, and include retail prices."

BLOSSOM STREET GALLERY & SCULPTURE GARDEN

4809 Blossom St., Houston TX 77007. (713)869-1921. E-mail: director@blossomstreetgallery.com. Web site: www.blossomstreetgallery.com. **Contact:** Laurie, director. For-profit gallery. Estab. 1997. Sponsors 2 photography exhibits/year. Average display time 1 month. Gallery open Tuesday through Sunday from 11 to 6. Located

in inner city, 3 exhibit spaces with 1-acre sculpture park and garden area. Overall price range \$200-20,000. Most work sold at \$1,000.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, environmental, landscapes/scenics, architecture, cities/urban, interiors/decorating, religious, rural, adventure, health/fitness, humor, performing arts, travel, industry, medicine, technology/computers. Interested in erotic, fashion/glamour, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be ready to hang. Requires exclusive representation locally if a one-person exhibit.

Submissions Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides, SASE; or send URL for Web site. Responds within 1 month, only if interested. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

BLOUNT-BRIDGERS HOUSE/HOBSON PITTMAN MEMORIAL GALLERY

130 Bridgers St., Tarboro NC 27886. (252)823-4159. Fax: (252)823-6190. E-mail: edgecombearts@earthlink.net. Web site: www.edgecombearts.org. Museum. Estab. 1982. Approached by 1-2 artists/year; represents or exhibits 6 artists. Sponsors 1 photography exhibit/year. Average display time 6 weeks. Gallery open Monday through Friday from 10 to 4; weekends from 2 to 4. Closed major holidays, Christmas-New Year. Located in historic house in residential area of small town. Gallery is approximately 48 ft. x 20 ft. Overall price range \$250-5,000. Most work sold at \$500.

Exhibits Exhibits photos of landscapes/scenics, wildlife. Interested in fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance, limited promotion. Accepted work should be framed. Accepts artists from the Southeast and Pennsylvania.

Submissions Mail portfolio review. Send query letter with artist's statement, bio, SASE, slides. Responds in 3 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

BOOK BEAT GALLERY

26010 Greenfield, Oak Park MI 48237. (248)968-1190. Fax: (248)968-3102. E-mail: cary@thebookbeat.com. Web site: www.thebookbeat.com. **Contact:** Cary Loren, director. Estab. 1982. Sponsors 6 exhibits/year. Average display time 6-8 weeks. Overall price range \$300-5,000. Most work sold at \$600.

Exhibits "Book Beat is a fine art and photography bookstore with a back-room gallery. Our inventory includes vintage work from 19th- to 20th-century rare books, issues of *Camerawork*, and artist books. Book Beat Gallery is looking for courageous and astonishing image makers. Artists with no boundaries and an open mind are welcome to submit one slide sheet with statement, résumé and return postage. We are especially interested in photographers who have published book works or work with originals in the artist book format, and also those who work in 'dead media' and extinct processes."

Submissions Responds in 6 weeks.

RENA BRANSTEN GALLERY

77 Geary St., San Francisco CA 94108. (415)982-3292. Fax: (415)982-1807. E-mail: info@renabranstengallery.com. Web site: www.renabranstengallery.com. For-profit gallery. Estab. 1974. Recently exhibited photos by Vic Muniz. Approached by 200 artists/year; represents or exhibits 12-15 artists. Average display time 4-5 weeks. Open Tuesday through Friday from 10:30 to 5:30; Saturday from 11 to 5. "We usually close the last week of August and the first week of September."

Submissions E-mail JPEG samples at 72 dpi. Finds artists through word of mouth, art exhibits, submissions, art fairs, portfolio reviews, referrals by other artists.

BREW HOUSE SPACE 101

2100 Mary St., Pittsburgh PA 15203. (412)381-7767. Fax: (412)390-1977. E-mail: thebrewhouse@gmail.com. Web site: www.brew-house.org. Alternative space; cooperative, nonprofit, rental gallery. Estab. 1993. Average display time 1 month. Gallery open Wednesday and Thursday from 6 to 9; Saturday from 12 to 6. Located in Pittsburgh's historic south side; 1,360 sq. ft. with 23-ft.-high ceilings.

Exhibits Exhibits photos of environmental. Interested in fine art.

Making Contact & Terms Artwork is accepted through juried selection. Gallery provides insurance, promotion, contract. Accepted work should be framed. Accepts only artists from within 150 miles of Pittsburgh.

Submissions Mail portfolio for review. Responds in 3 months. Finds artists through submissions.

J.J. BROOKINGS GALLERY

330 Commercial St., San Jose CA 95112. (408)287-3311. Fax: (408)287-6075. E-mail: info@jjbrookings.com. Web site: www.jjbrookings.com. **Contact:** Timothy C. Duran, director. Sponsors rotating group exhibits. Sponsors openings. Overall price range \$500-30,000.

Exhibits Interested in photography created with a "painterly eye."

Making Contact & Terms Charges 50% commission.

Submissions Send material by mail for consideration. Responds in 3-5 weeks if interested; immediately if not acceptable.

Tips Wants to see "professional presentation, realistic pricing, numerous quality images. We're interested in whatever the artist thinks will impress us the most. 'Painterly' work is best. No documentary or politically oriented work."

BUNNELL STREET GALLERY

106 W. Bunnell, Suite A, Homer AK 99603. (907)235-2662. Fax: (907)235-9427. E-mail: bunnell@xyz.net. Web site: www.bunnellstreetgallery.org. **Contact:** Asia Freeman, director. Nonprofit gallery. Estab. 1990. Approached by 50 artists/year; represents or exhibits 35 artists. Sponsors 1 photography exhibit/year. Average display time 1 month. Gallery open Monday through Saturday from 10 to 6; Sunday from 12 to 4, summer only. Closed January. Located in 30 ft. x 25 ft. exhibition space; good lighting, hardwood floors. Overall price range \$50-2,500. Most work sold at \$500.

Exhibits Exhibits photos of families, gardening, food/drink. Interested in alternative process, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. A donation of time is requested. Gallery provides insurance, promotion, contract. Accepted work should be framed.

Submissions Call or write to arrange a personal interview to show portfolio of slides. Mail portfolio for review. Responds in 1 month. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

BUSINESS OF ART CENTER

513 Manitou Ave., Manitou Springs CO 80829. (719)685-1861. E-mail: michaela@thebac.org. Web site: www.thebac.org. **Contact:** Michaela Hightower, events coordinator. Nonprofit gallery. Estab. 1988. Sponsors 6 photography exhibits/year. Average display time 1 month. Gallery open Tuesday through Saturday from 10 to 6 (shorter winter hours; please call). Overall price range \$50-3,000. Most work sold at \$300.

Exhibits Exhibits photos of environmental, landscapes/scenics, wildlife, gardening, rural, adventure, health/fitness, performing arts, travel. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed.

Submissions Write to arrange a personal interview to show portfolio. Send query letter with artist's statement, bio, slides. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

THE CAMERA OBSCURA GALLERY

1309 Bannock St., Denver CO 80204. (303)623-4059. Fax: (303)893-4195. E-mail: info@CameraObscuraGallery.com. Web site: www.CameraObscuraGallery.com. **Contact:** Hal Gould, owner/director. Estab. 1980. Approached by 350 artists/year; represents or exhibits 20 artists. Sponsors 7 photography exhibits/year. Open Tuesday through Saturday from 10 to 6; Sunday from 1 to 5. Overall price range \$400-20,000. Most work sold at \$600-3,500.

Exhibits Exhibits photos of environmental, landscapes/scenics, wildlife. Interested in fine art.

Making Contact & Terms Charges 50% commission. Write to arrange a personal interview to show portfolio of photographs. Send bio, brochure, résumé, reviews. Responds in 1 month. Finds artists by word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists, reputation.

Tips "To make a professional gallery submission, provide a good representation of your finished work that is of exhibition quality. Slowly but surely we are experiencing a more sophisticated audience. The last few years have shown a tremendous increase in media reporting on photography-related events and personalities, exhibitions, artist profiles and market news."

WILLIAM CAMPBELL CONTEMPORARY ART

4935 Byers Ave., Ft. Worth TX 76107. (817)737-9566. E-mail: wcca@flash.net. Web site: www.WilliamCampbellContemporaryArt.com. **Contact:** William Campbell, owner/director. Estab. 1974. Sponsors 8-10 exhibits/year. Average display time 5 weeks. Sponsors openings; provides announcements, press releases, installation of work, insurance, cost of exhibition. Overall price range \$300-8,000.

Exhibits "Primarily interested in photography which has been altered or manipulated in some form."

✓ **Making Contact & Terms** Charges 50% commission. Reviews transparencies. Accepted work should be mounted. Requires exclusive representation within metropolitan area.

Submissions Send CD (preferred) or slides and résumé by mail with SASE. Responds in 1 month.

CAPITOL COMPLEX EXHIBITIONS

Florida Department of State, Division of Cultural Affairs, 500 S. Bronough St., R.A. Gray Bldg., 3rd Floor, Tallahassee FL 32399-0250. (850)245-6470. Fax: (850)245-6492. E-mail: sshaughnessy@dos.state.fl.us. Web site: www.florida-arts.org. **Contact:** Sandy Shaughnessy. Average display time 3 months. Overall price range \$200-1,000. Most work sold at \$400.

8 **Exhibits** Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, landscapes/scenics, wildlife, architecture, cities/urban, gardening, adventure, entertainment, performing arts, agriculture. Interested in avant garde, fine art, historical/vintage. "The Capitol Complex Exhibitions Program is designed to showcase Florida artists and art organizations. Exhibition spaces include the Capitol Gallery (22nd floor), the Cabinet Meeting Room, the Old Capitol Gallery, the Secretary of State's Reception Room, the Governor's office, and the Florida Supreme Court. Exhibitions are selected based on quality, diversity of medium, and regional representation."

Making Contact & Terms Does not charge commission. Accepted work should be framed. Interested only in Florida artists or arts organizations.

~~Submissions~~ Request an application; include SASE. Responds in 3 weeks.

✓ SANDY CARSON GALLERY

(formerly Carson-Masuoka Gallery), 760 Santa Fe Dr., Denver CO 80204. (303)573-8585. Fax: (303)573-8587. E-mail: scarson@ecentral.com. Web site: www.sandycarsongallery.com. Estab. 1975. Average display time 7 weeks. Open Tuesday through Friday from 10 to 6; Saturday from 12 to 4. Gallery is available for special events.

Exhibits Interests vary. Looking for artists who are "professional, committed, with a body of work and continually producing more."

Making Contact & Terms Charges 50% commission. Reviews transparencies. Accepted work can be framed or unframed, matted or unmatted. Requires exclusive representation locally.

Submissions Send material by mail for consideration; include SASE. Responds in 2 months.

Tips "We like an original point of view and properly developed prints. We are seeing more photography being included in gallery shows."

X CENTER FOR CREATIVE PHOTOGRAPHY

University of Arizona, 1030 N. Olive Rd., P.O. Box 210103, Tucson AZ 85721-0103. (520)621-7968. Fax: (520)621-9444. E-mail: oncenter@ccp.library.arizona.edu. Web site: www.creativephotography.org. Museum, research center, print viewing, library, museum retail shop. Estab. 1975. Sponsors 6-8 photography exhibits/year. Average display time 3-4 months. Gallery open Monday through Friday from 9 to 5; weekends from 12 to 5. Closed most holidays. 5,500 sq. ft.

X CENTER FOR EXPLORATORY AND PERCEPTUAL ART

617 Main St., Suite 201, Buffalo NY 14203. (716)856-2717. Fax: (716)270-0184. E-mail: info@cepagallery.com. Web site: www.cepagallery.com. **Contact:** Lawrence Brose, executive director. "CEPA is an artist-run space dedicated to presenting photographically based work that is under-represented in traditional cultural institutions." Estab. 1974. Sponsors 5-6 exhibits/year. Average display time 6 weeks. Call or see Web site for hours. Total gallery space is approximately 6,500 sq. ft. Overall price range \$200-3,500.

• CEPA conducts an annual Emerging Artist Exhibition for its members. You must join the gallery in order to participate.

Exhibits Interested in political, digital, video, culturally diverse, contemporary and conceptual works. Extremely interested in exhibiting work of newer, lesser-known photographers.

Making Contact & Terms Sponsors openings; reception with lecture. Accepted work should be framed or unframed, mounted or unmounted, matted or unmatted.

Submissions Send query letter with artist's statement, résumé. Accepts images in digital format. Send via CD, Zip as TIFF, JPEG, PICT files. Include SASE for return of material. Responds in 3 months.

Tips "We review CD-ROM portfolios and encourage digital imagery. We will be showcasing work on our Web site." (See additional information in the CEPA Gallery listing in this section.)

X THE CENTER FOR FINE ART PHOTOGRAPHY

The MOCA Building, 201 S. College Ave., Fort Collins CO 80524. (970)224-1010. E-mail: contact@c4fap.org. Web site: www.c4fap.org. **Contact:** Grace Norman, curator. Nonprofit gallery. Estab. 2005. Approached by 60 artists/year; represents or exhibits about 300 artists. Average display time 4-5 weeks. Open Tuesday through

Friday from 12 to 5; Saturday from 1 to 5. Closed between exhibitions. Located on the 3rd floor of the Fort Collins MOCA Building, consisting of an 850-sq.-ft. main (group exhibit) gallery and a 440-sq.-ft. solo gallery. Both galleries are used for an annual international exhibition. Overall price range \$180-3,000. Most work sold at \$150-500. "The Center publishes work of selected exhibitors in its bimonthly *Artists' ShowCase*—an insert in *Camera Arts Magazine*. It also provides and markets to buyers its online gallery of artists' portfolios—*Artists' ShowCase Online*, available to all members of the Center." Workshops and forums are also offered.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, interiors/decorating, rural, political, environmental, landscapes/scenics, wildlife, performing arts; abstract, experimental work. Interested in alternative process, avant garde, documentary, erotic, fine art. "The Center features fine art photography that incorporates all processes, many styles and subjects."

Making Contact & Terms Art is accepted through either juried calls for entry or from portfolio review. Gallery provides insurance. Accepts only fine art photographic work.

Submissions Write to arrange a personal interview to show portfolio of photographs or CD. Send query letter with artist's statement, bio, photographs or CD, reviews. Responds within 1 month, only if interested. Finds artists through word of mouth, art exhibits, submissions, art fairs, portfolio reviews, referrals by other artists.

Tips "Only signed archival-quality work is seriously considered by art collectors. This includes both traditional and digital prints. A certificate of archival processing should accompany the work."

CENTER FOR MAINE CONTEMPORARY ART

162 Russell Ave., Rockport ME 04856. (207)236-2875. Fax: (207)236-2490. E-mail: info@cmcanow.org. Web site: www.cmcanow.org. **Contact:** Curatorial Department. Estab. 1952. Average exhibition duration 5 weeks.

Exhibits Photographers must live and work part of the year in Maine; work should be recent and not previously exhibited in the area.

Making Contact & Terms Charges 40% commission.

Submissions Accepts images in digital format. Send via CD, e-mail. Responds in approximately 6 months.

Tips "A photographer can request receipt of application for biennial juried exhibition, as well as apply for solo or group exhibitions."

CENTER FOR PHOTOGRAPHIC ART

Sunset Cultural Center, P.O. Box 1100, Carmel CA 93921. (831)625-5181. Fax: (831)625-5199. E-mail: info@photography.org. Web site: www.photography.org. Estab. 1988. Nonprofit gallery. Sponsors 7-8 exhibits/year. Average display time 5-7 weeks.

Exhibits Interested in fine art photography.

Submissions Send query letter with slides, résumé, artist's statement, SASE.

Tips "Submit for exhibition consideration slides or transparencies accompanied by a concise bio and artist's statement."

CENTER FOR PHOTOGRAPHY AT WOODSTOCK

59 Tinker St., Woodstock NY 12498. (845)679-9957. Fax: (845)679-6337. E-mail: info@cpw.org. Web site: www.cpw.org. **Contact:** Ariel Shanberg, executive director. Program Director: Kate Menconeri. Alternative space, nonprofit arts and education center. Estab. 1977. Approached by more than 500 artists/year. Hosts 10 photography exhibits/year. Average display time 7 weeks. Gallery open all year; Wednesday through Sunday from 12 to 5.

Exhibits Interested in presenting all aspects of contemporary creative photography including digital media, film, video, and installation by emerging and under-recognized artists. "We host 5 group exhibitions and 5 solo exhibitions annually. Group exhibitions are curated by guest jurors, curators, and CPW staff. Solo exhibition artists are selected by CPW staff. Visit the exhibition archives on our Web site learn more."

Making Contact & Terms CPW hosts exhibition and opening reception; provides insurance, promotion, a percentage of shipping costs, installation and de-installation, and honorarium for solo exhibition artists who give gallery talks. "We take 25% commission in exhibition-related sales." Accepted work should be framed and ready for hanging.

Submissions Send introductory letter with samples, résumé, artist's statement, SASE. Responds in 4 months. Finds artists through word of mouth, art exhibits, open calls, portfolio reviews, referrals by other artists.

Tips "Please send 10-20 slides by mail (labeled with your name, telephone number, image title, image media, size) or JPEGs on CD-ROM. Include a current résumé, statement, SASE for return. We are not responsible for unlabeled slides. We DO NOT welcome solicitations to visit Web sites. We DO advise artists to visit our Web site and become familiar with our offerings."

■ CENTER GALLERY AT OLD CHURCH

561 Piermont Rd., Demarest NJ 07627. (201)767-7160. Fax: (201)767-0497. E-mail: gallery@tasoc.org. Web site: www.tasoc.org. **Contact:** Paula Madawick, gallery director. Nonprofit gallery. Estab. 1974. Approached by 20-30 artists/year; 5 time slots available each year for individual, dual or group exhibits. Permanent annual exhibits are faculty, student, NJ Small Works Show, Select Faculty Exhibit, Pottery Show and Sale, and Photography Invitational every other year. Sponsors 12 total exhibits/year with 1 photography exhibit/year. Average display time 1 month. Open Monday through Friday from 9 to 5; call for weekend and evening hours. Closed national and some religious holidays. Center Gallery is prominently situated in the front of the Art School at Old Church building, light and with an open feel, configured in an L-shape; approximately 800 sq. ft. Overall price range: \$50-4,000; most work sold at \$500.

Exhibits Exhibits photos of babies/children/teens, cities/urban, multicultural, political, still life, landscapes/scenics, wildlife, travel, rural. Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Charges 33⅓% commission. Gallery provides promotion and contract. Accepted work should be framed, mounted.

Submissions Call for information or visit Web site for submission details. Send query letter with artist's statement, bio, photographs, résumé, reviews, SASE, slides, CDs. Returns material with SASE. Responds to queries in 2 weeks. Finds artists through referrals by other artists, submissions, word of mouth, solicitations through professional periodicals.

Tips "Follow gallery guidelines available online or through phone contact."

THE CENTRAL BANK GALLERY

P.O. Box 1360, Lexington KY 40588. Fax: (606)253-6432. **Contact:** John G. Irvin, curator. Estab. 1987. Sponsors 12 exhibits/year. Average display time 3 weeks. Overall price range \$75-1,500.

Exhibits Interested in all types of photos. No nudes. Kentucky photographers only.

Making Contact & Terms Charges no commission. "We pay for everything—invitations, receptions, and hanging. We give the photographer 100 percent of the proceeds."

Submissions Send query letter with telephone call. Responds same day.

Tips "We enjoy encouraging artists."

■ CEPA GALLERY

617 Main St., Suite 201, Buffalo NY 14203. (716)856-2717. Fax: (716)270-0184. E-mail: sean@cepagallery.com. Web site: www.cepagallery.com. **Contact:** Sean Donaher, artistic director. Alternative space, nonprofit gallery. Estab. 1974. Sponsors 15 photography exhibits/year. Average display time 6-8 weeks. Open Monday through Friday from 10 to 5; Saturday from 12 to 4. Located in the heart of downtown Buffalo's theater district in the historic Market Arcade complex—8 galleries on 3 floors of the building plus public art sites and state-of-the-art Imaging Facility. Overall price range varies depending on artist and exhibition—all prices set by artist.

Exhibits Exhibits photos of multicultural. Interested in alternative process, avant garde, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 25% commission. Gallery provides insurance, promotion.

Submissions E-mail proposal and digital images or send query letter with artist's statement, bio, résumé, reviews, slides, slide script, SASE. Responds in 3 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

Tips Prefers only photo-related materials. (See additional information in the Center for Exploratory and Perceptual Art listing in this section.)

THE CHAIT GALLERIES DOWNTOWN

(formerly The Galleries Downtown), 218 E. Washington St., Iowa City IA 52240. (319)338-4442. Fax: (319)338-3380. E-mail: info@thegalleriesdowntown.com. Web site: www.thegalleriesdowntown.com. **Contact:** Benjamin Chait, director. For-profit gallery. Estab. 2003. Approached by 300 artists/year; represents or exhibits 50 artists. Open Monday through Friday from 11 to 6; Saturday from 11 to 5; Sunday by appointment or by chance. Located in a downtown building renovated to its original look of 1882 with 14-ft.-high molded ceiling and original 9-ft. front door. Professional museum lighting and Scamozzi-capped columns complete the elegant gallery. Overall price range: \$50-4,000.

Exhibits Exhibits landscapes, oil and acrylic paintings, sculpture, fused glass wall pieces, jewelry.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion and contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Call; mail portfolio for review. Responds to queries in 2 weeks. Finds artists through art fairs, art exhibits, portfolio reviews and referrals by other artists.

CHAPMAN FRIEDMAN GALLERY

624 W. Main St., Louisville KY 40202. E-mail: friedman@imagesol.com. Web site: www.chapmanfriedmangallery.com or www.imagesol.com. **Contact:** Julius Friedman, owner. For-profit gallery. Estab. 1992. Approached by 100 or more artists/year; represents or exhibits 25 artists. Sponsors 1 photography exhibit/year. Average display time 1 month. Open Wednesday through Saturday from 10 to 5. Closed August. Located downtown; approximately 3,500 sq. ft. with 15-foot ceilings and white walls. Overall price range: \$75-10,000. Most work sold at more than \$1,000.

Exhibits Exhibits photos of landscapes/scenics, architecture. Interested in alternative process, avant garde, erotic, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion and contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Send query letter with artist's statement, bio, brochure, photographs, résumé, slides and SASE. Responds to queries within 1 month, only if interested. Finds artists through portfolio reviews and referrals by other artists.

CATHARINE CLARK GALLERY

49 Geary St., 2nd Floor, San Francisco CA 94108. (415) 399-1439. Fax: (415) 399-0675. E-mail: morphos@cclarkgallery.com. Web site: www.cclarkgallery.com. **Contact:** Catharine Clark, director ("via slide submission only"). For-profit gallery. Estab. 1991. Approached by 1,000 artists/year; represents or exhibits 28 artists. Sponsors 1-3 photography exhibits/year. Average display time 4-6 weeks. Gallery open Tuesday through Friday from 10:30 to 5:30; Saturday from 11 to 5:30. Located in downtown San Francisco in major gallery building (with 15 other galleries) with 2,000 sq. ft. of exhibition space and dedicated video room. Overall price range \$200-150,000. Most work sold at \$5,000.

Exhibits Interested in alternative process, avant garde. "The work shown tends to be vanguard with respect to medium, concept and process."

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion. Accepted work should be ready to hang. Requires exclusive representation locally.

Submissions "Do not call." No unsolicited submissions. Finds artists through word of mouth, art exhibits, art fairs, referrals by other artists and colleagues.

JOHN CLEARY GALLERY

2635 Colquitt, Houston TX 77098. (713) 524-5070. E-mail: clearygallery@ev1.net. Web site: www.johnclearygallery.com. For-profit gallery. Estab. 1996. Average display time 5 weeks. Open Tuesday through Saturday from 10 to 5 and by appointment. Located in upper Kirby District of Houston, Texas. Overall price range \$500-40,000. Most work sold at \$1,000-2,500.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, landscapes/scenics, wildlife, architecture, cities/urban, education, pets, religious, rural, adventure, automobiles, entertainment, events, humor, performing arts, travel, agriculture, industry, military, political, portraits, product shots/still life, science, technology/computers. Interested in alternative process, documentary, fashion/glamour, fine art, historical/vintage.

Making Contact & Terms Artwork is bought outright or accepted on consignment with a 50% commission. Gallery provides insurance, promotion, contract.

Submissions Call to show portfolio of photographs. Finds artists through submissions, art exhibits.

CO/SO: COPLEY SOCIETY OF ART

(formerly The Copley Society of Boston), 158 Newbury St., Boston MA 02116. (617) 536-5049. Fax: (617) 267-9396. E-mail: info@copleysociety.org. Web site: www.copleysociety.org. **Contact:** Caroline Vokey, gallery manager. Estab. 1879. Nonprofit institution. Sponsors 20-30 exhibits/year. Average display time 3-4 weeks. Gallery open Tuesday through Saturday from 11 to 6; Sunday from 12 to 5. Overall price range \$100-10,000. Most work sold at \$700. Also offers workshops.

Exhibits Interested in all styles.

Making Contact & Terms Must apply and be accepted as an artist member. "Once accepted, artists are eligible to compete in juried competitions. Artists can also display or show smaller works in the lower gallery throughout the year." Guaranteed showing in annual Small Works Show. There is a possibility of group or individual show, on an invitational basis, if merit exists. Charges 40% commission. Reviews digital images only with application. Preliminary application available via Web site. "If invited to apply to membership committee, a date would be agreed upon."

Tips Wants to see "professional, concise and informative completion of application. The weight of the judgment for admission is based on quality of work. Only the strongest work is accepted. We are in the process of strengthening our membership, especially photographers. We look for quality work in any genre, medium or discipline."

STEPHEN COHEN GALLERY

7358 Beverly Blvd., Los Angeles CA 90036. (323)937-5525. Fax: (323)937-5523. E-mail: info@stephencohengallery.com. Web site: www.stephencohengallery.com. Photography and photo-based art gallery. Estab. 1992. Represents 40 artists. Sponsors 6 exhibits/year. Average display time 2 months. Open Tuesday through Saturday from 11 to 6. "We are a large, spacious gallery and are flexible in terms of types of shows we can mount." Overall price range \$500-20,000. Most work sold at \$2,000.

Exhibits All styles of photography and photo-based art.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion, contract. Requires exclusive representation locally.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photographs, résumé, reviews, SASE. Responds within 3 months, only if interested. Finds artists through word of mouth, published work.

Tips "Photography is still the best bargain in 20th-century art. There are more people collecting photography now, increasingly sophisticated and knowledgeable people aware of the beauty and variety of the medium."

THE CONTEMPORARY ART WORKSHOP

542 W. Grant Place, Chicago IL 60614. (773)472-4004. Fax: (773)472-4505. E-mail: info@contemporaryartworkshop.org. Web site: www.contemporaryartworkshop.org. **Contact:** Lynn Kearney, director. Nonprofit gallery. Estab. 1949. Average display time 1 month. Gallery open Tuesday through Friday from 12:30 to 5:30; Saturday from 12 to 5. Closed holidays. "The CAW is located in Chicago's Lincoln Park neighborhood. It is housed in a converted dairy that was built in the 1800s." The CAW includes over 21 artists' studios as well as 2 galleries that show (exclusively) emerging Chicago-area artists.

Exhibits Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides promotion. Accepts artists from Chicago area only.

Submissions Send query letter with artist's statement, bio, résumé, reviews, samples (slides, photos or JPEGs on CD), SASE. Responds in 2 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

CONTEMPORARY ARTS CENTER

900 Camp St., New Orleans LA 70130. (504)210-0224. Fax: (504)528-3828. E-mail: drubin@cacno.org. Web site: www.cacno.org. **Contact:** David S. Rubin, curator of visual arts. Alternative space, nonprofit gallery. Estab. 1976. Gallery open Thursday through Sunday from 11 to 4. Closed Mardi Gras, Christmas, New Year's Day. Located in the central business district of New Orleans; renovated/converted warehouse.

Exhibits Interested in alternative process, avant garde, fine art. Cutting-edge contemporary preferred.

Terms Artwork is accepted on loan for curated exhibitions. CAC provides insurance and promotion. Accepted work should be framed. "The CAC is not a sales venue, but will refer inquiries." Receives 20% commission on items sold as a result of an exhibition.

Submissions Send query letter with bio, SASE, slides or CD. Responds in 4 months. Finds artists through word of mouth, submissions, art exhibits, art fairs, referrals by other artists, professional contacts, art periodicals.

Tips "Submit only 1 slide sheet with proper labels (title, date, media, dimensions) or CD-ROM with the same information."

THE CONTEMPORARY ARTS CENTER

44 E. Sixth St., Cincinnati OH 45202. (513)345-8400. Fax: (513)721-7418. Website: www.ContemporaryArtsCenter.org. **Contact:** Public Relations Coordinator. Nonprofit arts center. Sponsors 9 exhibits/year. Average display time 6-12 weeks. Sponsors openings; provides printed invitations, music, refreshments, cash bar.

Exhibits Photographer must be selected by the curator and approved by the board. Exhibits photos of multicultural, disasters, environmental, landscapes/scenics, gardening, technology/computers. Interested in avant garde, innovative photography, fine art.

Making Contact & Terms Photography sometimes sold in gallery. Charges 15% commission.

Submissions Send query with résumé, slides, SASE. Responds in 2 months.

CONTEMPORARY ARTS COLLECTIVE

101 E. Charleston Blvd., Suite 101, Las Vegas NV 89104. (702)382-3886. E-mail: info@caclv.lvcoxmail.com. Web site: www.cac-lasvegas.org. **Contact:** Natalia Ortiz. Nonprofit gallery. Estab. 1989. Sponsors more than 9 exhibits/year. Average display time 1 month. Gallery open Tuesday through Saturday from 12 to 4. Closed Thanksgiving, Christmas, New Year's Day. 1,200 sq. ft. Overall price range \$200-4,000. Most work sold at \$400.

Exhibits Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Artwork is accepted through annual call for proposals of self-curated group shows, and there is a 20% requested donation. Gallery provides insurance, promotion, contract.

Submissions Finds artists through annual call for proposals, membership, word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists and walk-ins. Check Web site for dates and submission guidelines.

Tips Submitted slides should be "well labeled and properly exposed with correct color balance. Cut-off for proposals is usually January."

CORCORAN FINE ARTS LIMITED, INC.

13210 Shaker Square, Cleveland OH 44120. (216)767-0770. Fax: (216)767-0774. E-mail: corcoranfa@aol.com. Web site: www.corcoranfinearts.com. **Contact:** James Corcoran, director/owner. Gallery. Estab. 1986. Represents 28 artists.

Exhibits Interested in fine art. Specializes in representing high-quality 19th- to 20th-century work.

Making Contact & Terms Gallery receives 50% commission. Requires exclusive representation locally.

Submissions For first contact, send a query letter, résumé, bio, slides, photographs, SASE. Responds within 1 month. After initial contact, drop off or mail in appropriate materials for review. Portfolio should include slides, photographs. Finds artists through solicitation.

CORPORATE ART SOURCE/CAS GALLERY

2960-F Zelda Rd., Montgomery AL 36106. (334)271-3772. Fax: (334)271-3772. Web site: www.casgallery.com. Art consultancy, for-profit gallery. Estab. 1990. Approached by 100 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 6 weeks. Gallery open Monday through Friday from 10 to 5:30; weekends from 11 to 3. Overall price range \$200-20,000. Most work sold at \$1,000.

Exhibits Exhibits photos of landscapes/scenics, architecture, rural. Interested in alternative process, avant garde, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides contract.

Submissions Mail portfolio for review. Send query letter. Responds within 6 weeks, only if interested. Finds artists through submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

COURTHOUSE GALLERY, LAKE GEORGE ARTS PROJECT

310 Canada St., Lake George NY 12845. (518)668-2616. Fax: (518)668-3050. E-mail: lgap@global2000.net. **Contact:** Laura Von Rosk, gallery director. Nonprofit gallery. Estab. 1986. Approached by more than 200 artists/year; represents or exhibits 10-15 artists. Sponsors 1-2 photography exhibits/year. Average display time 5-6 weeks. Gallery open Tuesday through Friday from 12 to 5; weekends from 12 to 4. Closed mid-December to mid-January. Overall price range \$100-5,000. Most work sold at \$500.

Making Contact & Terms Artwork is accepted on consignment, and there is a 25% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Mail portfolio for review. Deadline always January 31st. Send query letter with artist's statement, bio, résumé, slides, SASE. Responds in 2 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

CREALDÉ SCHOOL OF ART

600 St. Andrews Blvd., Winter Park FL 32792. (407)671-1886. Fax: (407)671-0311. Web site: www.crealde.org. **Contact:** Rick Lang, director of photography. "The school's gallery holds 6-7 exhibitions/year, representing artists from regional/national stature in all media. Anyone who would like to show here may send 20 slides or digital images, résumé, statement and return postage."

CROSSMAN GALLERY

University of Wisconsin-Whitewater, 950 W. Main St., Whitewater WI 53190. (262)472-5708. E-mail: flanagan@uww.edu. Web site: www.uww.edu. **Contact:** Michael Flanagan, director. Estab. 1971. Photography is frequently featured in thematic exhibits at the gallery. Average display time 1 month. Overall price range \$250-3,000.

Exhibits "We primarily exhibit artists from the Midwest but do include some from national and international venues. Works by Latino artists are also featured in a regular series at ongoing exhibits." Interested in all types of innovative approach to photography.

Making Contact & Terms Sponsors openings; provides food, beverage, show announcement, mailing, shipping (partial) and possible visiting artist lecture/demo.

Submissions Submit 10-20 slides or CD, artist's statement, résumé, SASE.

Tips "The Crossman Gallery operates within a university environment. The focus is on exhibits that have the potential to educate viewers about processes and techniques and have interesting thematic content."

CSPS

1103 Third St. SE, Cedar Rapids IA 52401-2305. (319)364-1580. Fax: (319)362-9156. E-mail: info@legionarts.org. Web site: www.legionarts.org. **Contact:** Mel Andringa, producing director. Alternative space. Estab. 1991. Approached by 50 artists/year; represents or exhibits 15 artists. Sponsors 4 photography exhibits/year. Average display time 2 months. Gallery open Wednesday through Sunday from 11 to 6. Closed July and August. Overall price range \$50-500. Most work sold at \$200.

Exhibits Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Send query letter with artist's statement, bio, slides, SASE. Responds in 6 months. Finds artists through word of mouth, art exhibits, referrals by other artists, art trade magazine.

ELLEN CURLEE GALLERY

1308-A Washington Ave., St. Louis MO 63122. E-mail: ellen@ellencurleegallery.com. Web site: www.ellencurleegallery.com. **Contact:** Ellen Curlee, owner. For-profit gallery. Estab. 2005. Approached by 50 artists/year; represents or exhibits 7 artists. Exhibits photography only. Average display time 6-8 weeks. Located in newly renovated downtown loft district; 900 sq. ft.

Exhibits Exhibits contemporary fine art photography: all processes, a variety of subject matter and point of view.

Making Contact & Terms Requires exclusive representation locally.

Submissions Send query letter with artist's statement, bio. Finds artists through art exhibits, submissions, portfolio reviews, referrals by other artists.

THE DALLAS CENTER FOR CONTEMPORARY ART

2801 Swiss Ave., Dallas TX 75204. (214)821-2522. Fax: (214)821-9103. E-mail: info@thecontemporary.net. Web site: www.thecontemporary.net. **Contact:** Joan Davidow, director. Nonprofit gallery. Estab. 1981. Sponsors 1-2 photography exhibits/year. Average display time 6-8 weeks. Gallery open Tuesday through Saturday from 10 to 5.

Exhibits Exhibits a variety of subject matter and styles.

Making Contact & Terms Charges no commission. "Because we are nonprofit, we do not sell artwork. If someone is interested in buying art in the gallery, they get in touch with the artist. The transaction is between the artist and the buyer." *Photographer must be from Texas.*

Submissions Reviews slides/CDs. Send material by mail for consideration; include SASE. Responds October 1 annually.

Tips "Memberships available starting at \$50. See our Web site for info and membership levels."

THE DAYTON ART INSTITUTE

456 Belmonte Park N., Dayton OH 45405-4700. (937)223-5277. Fax: (937)223-3140. E-mail: info@daytonartinstitute.org. Web site: www.daytonartinstitute.org. Museum. Estab. 1919. Galleries open Monday through Sunday from 10 to 4, Thursdays until 8.

Exhibits Interested in fine art.

DELAWARE CENTER FOR THE CONTEMPORARY ARTS

200 S. Madison St., Wilmington DE 19801. (302)656-6466. Fax: (302)656-6944. E-mail: info@thedcca.org. Web site: www.thedcca.org. **Contact:** Neil Watson, executive director. Alternative space, museum retail shop, nonprofit gallery. Estab. 1979. Approached by more than 800 artists/year; exhibits 50 artists. Sponsors 30 total exhibits/year. Average display time 6 weeks. Gallery open Tuesday, Thursday and Friday from 10 to 6; Wednesday from 10 to 8; Saturday from 10 to 5; Sunday from 1 to 5. Closed on major holidays. Seven galleries located along rejuvenated Wilmington riverfront. State-of-the-art, under one-year-old, very versatile. Overall price range \$500-50,000.

Exhibits Interested in alternative process, avant garde.

Making Contact & Terms Gallery provides PR and contract. Accepted work should be framed, mounted, matted. Prefers only contemporary art.

Submissions Send query letter with artist's statement, bio, SASE, 10 slides. Returns material with SASE. Responds within 6 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

DEMUTH MUSEUM

120 E. King St., Lancaster PA 17602. E-mail: info@demuth.org. Web site: www.demuth.org. **Contact:** Gallery Director. Museum. Estab. 1981. Average display time 2 months. Open Tuesday through Saturday from 10 to 4; Sunday from 1 to 4. Located in the home and studio of Modernist artist Charles Demuth (1883-1935). Exhibitions feature the museum's permanent collection of Demuth's works with changing, temporary exhibitions.

DETROIT FOCUS

P.O. Box 843, Royal Oak MI 48068-0843. (248)541-2210. Fax: (248)541-3403. E-mail: newcityphoto@earthlink.net. Web site: www.detroitfocus.org. **Contact:** Michael Sarnalki, director. Artist alliance. Estab. 1978. Approached by 100 artists/year; represents or exhibits 100 artists. Sponsors 1 photography exhibit/year.

Exhibits Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art.

Making Contact & Terms No charge or commission.

Submissions Call or e-mail. Responds in 1 week. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

SAMUEL DORSKY MUSEUM OF ART

SUNY at New Paltz, 1 Hawk Dr., New Paltz NY 12561. (845)257-3844. Fax: (845)257-3854. E-mail: wallaceb@newpaltz.edu. Web site: www.newpaltz.edu/museum. **Contact:** Brian Wallace, curator. Estab. 1964. Sponsors ongoing photography exhibits throughout the year. Average display time 2 months. Museum open Tuesday through Friday from 11 to 5; weekends from 1 to 5. Closed legal and school holidays "and during intersession; check Web site to confirm your visit."

Exhibits Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Submissions Send query letter with bio and SASE. Responds within 3 months, only if interested. Finds artists through art exhibits.

DOT FIFTYONE GALLERY

51 NW 36 St., Miami FL 33127. (305)573-3754. Fax: (305)573-3754. E-mail: dot@dotfiftyone.com. Web site: www.dotfiftyone.com. **Contact:** Isaac Perelman and Alfredo Guzman, directors. For-profit gallery. Estab. 2004. Approached by 40+ artists/year; represents or exhibits 10 artists. Sponsors 2 photography exhibits/year. Average display time 40 days. Open Monday through Friday from 12 to 7. Saturdays and private viewings available by appointment. Located in the Wynwood Art District; approximately 7,000 sq. ft.; 2 floors. Overall price range \$600-30,000. Most work sold at \$6,000.

Exhibits Exhibits photos of couples, architecture, cities/urban, interiors/decorating, landscapes/scenics. Interested in avant garde, erotic, fashion/glamour, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally.

Submissions E-mail with a link to photographer's Web site. Write to arrange a personal interview to show portfolio. Mail portfolio for review. Finds artists through art fairs, portfolio reviews, referrals by other artists.

Tips "Have a good presentation. Contact the gallery first by e-mail. Never try to show work during an opening, and never show up at the gallery without an appointment."

CANDACE DWAN GALLERY

24 W. 57th St., New York NY 10019. Second location: 27 Katonah Ave., Katonah NY 10536. (914)232-3966. Fax: (914)232-3966. E-mail: email@candacedwan.com. Web site: www.candacedwan.com; www.perichgallery.com. **Contact:** Christine Stamas, gallery manager. For-profit gallery. Estab. 1995. Approached by hundreds of artists/year; represents or exhibits hundreds of artists. Sponsors 6-8 photography exhibits/year. Average display time 6-8 weeks. NYC hours: Tuesday through Saturday from 11 to 6. July: Tuesday through Friday from 12 to 5. Closed August.

Exhibits Exhibits photos of couples, architecture, cities/urban, pets, religious, rural, landscapes/scenics, beauty, truth, love. Interested in fine art. Exhibits only photography.

Submissions Send query letter with artist's statement, résumé, slides, CD of images, SASE. Finds artists through word of mouth, art exhibits, submissions, art fairs, portfolio reviews, referrals by other artists.

GEORGE EASTMAN HOUSE

900 East Ave., Rochester NY 14607. (716)271-3361. Fax: (716)271-3970. Web site: www.eastmanhouse.org. **Contact:** Alison Nordstrom, curator of photographs. Museum. Estab. 1947. Approached by more than 400 artists/year. Sponsors more than 12 photography exhibits/year. Average display time 3 months. Gallery open Tuesday through Saturday from 10 to 5 (Thursday until 8); Sunday from 1 to 5. Closed Thanksgiving and Christmas. Museum has 7 galleries that host exhibitions, ranging from 50- to 300-print displays.

Exhibits GEH is a museum that exhibits the vast subjects, themes and processes of historical and contemporary photography.

Submissions See Web site for detailed information: <http://eastmanhouse.org/inc/collections/submissions.php>. Mail portfolio for review. Send query letter with artist's statement, résumé, SASE, slides, digital prints. Responds in 3 months. Finds artists through word of mouth, art exhibits, referrals by other artists, books, catalogs, conferences, etc.

Tips "Consider as if you are applying for a job. You must have succinct, well-written documents; a well-selected number of visual treats that speak well with written document provided; an easel for reviewer to use."

CATHERINE EDELMAN GALLERY

300 W. Superior St., Lower Level, Chicago IL 60610. (312)266-2350. Fax: (312)266-1967. Web site: www.edelmangallery.com. **Contact:** Catherine Edelman, director. Estab. 1987. Sponsors 6 exhibits/year. Average display time 8 weeks. Open Tuesday through Saturday from 10 to 5:30. Overall price range \$1,000-15,000.

Exhibits "We exhibit works ranging from traditional photography to mixed media photo-based work."

Making Contact & Terms Charges 50% commission. Accepted work should be matted. Requires exclusive representation within metropolitan area.

Submissions Query first. Will review unsolicited work with SASE or CD-ROM.

Tips Looks for "consistency, dedication and honesty. Try to not be overly eager and realize that the process of arranging an exhibition takes a long time. The relationship between gallery and photographer is a partnership."

PAUL EDELSTEIN GALLERY

P.O. Box 80012, Memphis TN 38108. (901)454-7105. E-mail: henrygrove@yahoo.com. Web site: www.pauledelstein.com. **Contact:** Paul R. Edelstein, director/owner. Estab. 1985. "Shows are presented continually throughout the year." Overall price range: \$300-10,000. Most work sold at \$1,000.

Exhibits Exhibits photos of celebrities, children, multicultural, families. Interested in avant garde, historical/vintage, C-print, dye transfer, ever color, fine art and 20th-century photography "that intrigues the viewer"—figurative still life, landscape, abstract—by upcoming and established photographers.

Making Contact & Terms Charges 50% commission. Buys photos outright. Reviews transparencies. Accepted work should be framed or unframed, mounted or unmounted, matted or unmatted work. There are no size limitations. Submit portfolio for review. Send query letter with samples. Cannot return material. Responds in 3 months.

Tips "Looking for figurative and abstract figurative work."

EMEDIALOFT.ORG

55 Bethune St., A-629, New York NY 10014-2035. E-mail: abc@medialoft.org. Web site: www.medialoft.org.

Contact: Barbara Rosenthal, co-director. Alternative space. Estab. 1982. Average display time 3 months. Open by appointment. Located in the West Village/Meatpacking District. Overall price range \$5-50,000. Most work sold at \$500-2,000.

Exhibits Exhibits photos of environmental, landscapes/scenics, humor, performing arts. Interested in alternative process, avant garde, fine art, vintage. Pictorial and conceptual photography.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions "E-mail 250 words plus 5 JPEGs, 72 dpi, 300 pixels on the longest side. Send query letter with anything you like. No SASE—sorry, we can't return anything, although we may keep you on file, but please do not telephone." Responds only if interested.

Tips "Create art from your subconscious, even if it looks like something recognizable; don't illustrate ideas. No political art. Be sincere and probably misunderstood. Be hard to categorize. Show me art that nobody 'gets,' but, please, nothing psychedelic. Don't start your cover letter with 'My name is. . . .' Take a good look at the artists and pages on our Web site before you send anything."

ENVOY

535 West 22nd St., 6th Floor, New York NY 10011. (212)242-7524. E-mail: office@envoygallery.com. Web site: www.envoygallery.com. **Contact:** Director. Art consultancy and for-profit gallery. Estab. 2005. Approached by 120 artists/year; represents or exhibits 14 artists. Average display time 5 weeks. Open Tuesday through Saturday from 11 to 6. Closed December 23 through January 4, and July 4. Located in Chelsea. Overall price range \$1,000-35,000. Most work sold at \$8,000.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, cities/urban, pets, political, landscapes/scenics. Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally.

Submissions Send query letter with 20 images and SASE. Responds to queries in 1 month. Finds artists through submissions, referrals by other artists.

Tips "Check out the gallery first to see if your work is appropriate for the gallery. Then, strictly follow the guidelines for submission of work."

THOMAS ERBEN GALLERY

516 W. 20th St., New York NY 10011. (212)645-8701. Fax: (212)941-4158. E-mail: info@thomaserben.com. Web site: www.thomaserben.com. For-profit gallery. Estab. 1996. Approached by 100 artists/year; represents or exhibits 15 artists. Average display time 5-6 weeks. Gallery open Tuesday through Saturday from 10 to 6. Closed Christmas/New Year's Day and August.

Submissions Mail portfolio for review. Responds in 1 month.

ETHERTON GALLERY

135 S. 6th Ave., Tucson AZ 85701. (520)624-7370. Fax: (520)792-4569. E-mail: ethertongallery@mindspring.com. Web site: www.ethertongallery.com. **Contact:** Terry Etherton, director. Estab. 1981. Sponsors 10 exhibits/year. Average display time 6 weeks. Sponsors openings; provides wine and refreshments, publicity, etc. Overall price range \$200-20,000.

- Etherton Gallery regularly purchases 19th-century, vintage, Western survey photographs and Native American portraits.

Exhibits Photographer must "have a high-quality, consistent body of work—be a working artist/photographer—no 'hobbyists' or weekend photographers." Interested in contemporary photography with emphasis on artists in Western and Southwestern US.

Making Contact & Terms Charges 50% commission. Occasionally buys photography outright. Accepted work should be matted or unmatted, unframed work. Please send portfolio by mail with SASE for consideration. Responds in 3 weeks.

Tips "You should be familiar with the photo art world and with my gallery and the work I show. Please limit submissions to 20, showing the best examples of your work in a presentable, professional format; slides or digital preferred."

EVERSON MUSEUM OF ART

401 Harrison St., Syracuse NY 13202. (315)474-6064. Fax: (315)474-6943. E-mail: everson@everson.org. Web site: www.everson.org. **Contact:** Debora Ryan, curator. Museum. Estab. 1897. Approached by many artists/year; represents or exhibits 16-20 artists. Sponsors 2-3 photography exhibits/year. Average display time 3 months. Gallery open Tuesday through Friday from 12 to 5; Saturday from 10 to 5; Sunday from 12 to 5. "The museum features 4 large galleries with 24-ft. ceilings, track lighting and oak hardwood, a sculpture court, a children's gallery, a ceramic study center and 5 smaller gallery spaces."

Exhibits Photos of multicultural, environmental, landscapes/scenics, wildlife. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Submissions Send query letter with artist's statement, bio, résumé, reviews, SASE, slides. Finds artists through submissions, portfolio reviews, art exhibits.

FAHEY/KLEIN GALLERY

148 N. La Brea Ave., Los Angeles CA 90036. (323)934-2250. Fax: (323)934-4243. E-mail: fkg@earthlink.net. Web site: www.faheykleingallery.com. **Contact:** David Fahey or Ken Devlin, co-owners. Estab. 1986. For-profit gallery. Approached by 200 artists/year; represents or exhibits 60 artists. Sponsors 10 exhibits/year. Average display time 5-6 weeks. Gallery open Tuesday through Saturday from 10 to 6. Closed on all major holidays. Sponsors openings; provides announcements and beverages served at reception. Overall price range \$500-500,000. Most work sold at \$2,500. Located in Hollywood; gallery features 2 exhibition spaces with extensive work in back presentation room.

Exhibits Interested in established work; photos of celebrities, landscapes/scenics, wildlife, architecture, entertainment, humor, performing arts, sports. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage. Specific photo needs include iconic photographs, Hollywood celebrities, photojournalism, music-related, reportage and still life.

Making Contact & Terms Artwork is accepted on consignment, and the commission is negotiated. Gallery provides insurance, promotion, contract. Accepted work should be unframed, unmounted and unmatted. Requires exclusive representation within metropolitan area. Photographer must be established for a minimum of 5 years; preferably published.

Submissions Prefers Web site URLs for initial contact, or send material (CD, reproductions, no originals) by mail with SASE for consideration. Responds in 2 months. Finds artists through art fairs, exhibits, portfolio reviews, submissions, word of mouth, referrals by other artists.

Tips "Please be professional and organized. Have a comprehensive sample of innovative work. Interested in seeing mature work with resolved photographic ideas and viewing complete portfolios addressing one idea."

FALKIRK CULTURAL CENTER

P.O. Box 151560, San Rafael CA 94915-1560. (415)485-3328. Fax: (415)485-3404. **Contact:** Beth Goldberg, curator. Web site: www.falkirkculturalcenter.org. Nonprofit gallery and national historic place (1888 Victorian) converted to multi-use cultural center. Approached by 500 artists /year; exhibits 300 artists. Sponsors 2 photography exhibits/year. Average display time 2 months. Gallery open Monday through Friday from 10 to 5 (Thursday til 9); Saturday from 10 to 1.

Making Contact & Terms Gallery provides insurance. *Accepts only artists from San Francisco Bay area*, "especially Marin County since we are a community center."

Submissions Send query letter with artist's statement, bio, slides, résumé. Returns material with SASE. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

FAVA (Firelands Association for the Visual Arts)

New Union Center for the Arts, 39 S. Main St., Oberlin OH 44074. (440)774-7158. Fax: (440)775-1107. E-mail: favagallery@oberlin.net. Web site: www.favagallery.org. **Contact:** Kyle Michalak, gallery director. Nonprofit gallery. Estab. 1979. Sponsors 1 photography exhibit/year. Average display time 1 month. Gallery open Tuesday through Saturday from 11 to 5; Sunday from 1 to 5. Overall price range \$75-3,000. Most work sold at \$200.

Exhibits Open to all media, including photography. Exhibits a variety of subject matter and styles.

Making Contact & Terms Charges 30% commission. Accepted work should be framed or matted. Sponsors 1 regional juried photo exhibit/year: Six-State Photography, open to residents of Ohio, Kentucky, West Virginia, Pennsylvania, Indiana, Michigan. Deadline for applications: March. Send annual application for 6 invitational shows by mid-December of each year; include 15-20 slides, slide list, résumé.

Submissions Send SASE for Exhibition Opportunity flier or Six-State Photo Show entry form.

Tips "As a nonprofit gallery, we do not represent artists except during the juried show. Present the work in a professional format; the work, frame and/or mounting should be clean, undamaged, and (in cases of more complicated work) well organized."

F8 FINE ART GALLERY

1137 W. Sixth St., Austin TX 78703. (512)480-0242. E-mail: amy@f8fineart.com. Web site: www.f8fineart.com. **Contact:** Amy Griffin, gallery director. For-profit gallery. Estab. 2001. Approached by 250 artists/year; represents or exhibits 35 artists. Sponsors 9 photography and painting exhibits/year. Average display time 6 weeks. Gallery open Tuesday through Friday from 11 to 6; Saturday from 10 to 5. Overall photography price range \$300-1,600. Most photography sold at \$350.

Exhibits Exhibits photos of multicultural, landscapes/scenics, cities/urban, avant garde, erotic. Interested in traditional fine art photography only, no digital.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed and matted.

Submissions Send query letter with artist's statement, bio, process, résumé, reviews, images on CD/Web site/slides; include SASE for return of material. See Web site for more information. Responds only if interested. Finds artists through submissions, art exhibits.

Tips "Give us all the information in a clean, well-organized form. Do not send original work. For exhibitions, we ask that all work be printed archivally on fiber-based, museum-quality paper."

FINE ARTS CENTER GALLERIES/UNIVERSITY OF RHODE ISLAND

105 Upper College Rd., Kingston RI 02881-0820. (401)874-2627. Fax: (401)874-2007. E-mail: jtolnick@uri.edu. Web site: www.uri.edu/artgalleries. **Contact:** Judith Tolnick Champa, director. Nonprofit galleries. Estab. 1968. Sponsors 4-6 photography exhibits/year. Average display time 1-3 months. There are 3 exhibition spaces: The Main and Photography Galleries, open Tuesday through Friday from 12 to 4 and weekends from 1 to 4; and The Corridor Gallery, open daily from 9 to 9. Exhibitions are curated from a national palette and regularly reviewed in the local press. Unsolicited proposals (slides or CD with SASE are reviewed as needed).

FLATFILE

217 N. Carpenter, Chicago IL 60607. (312)491-1190. Fax: (312)491-1195. E-mail: info@flatfilegalleries.com. Web site: www.flatfilegalleries.com. **Contact:** Susan Aurinko, gallery director. For-profit gallery. Estab. 2000. Exhibits over 60 emerging and established local and international artists plus guest artists. Sponsors approximately 6 photography exhibits/year. Average display time 4-5 weeks. Gallery open Tuesday through Saturday from 11 to 6. Closed between Christmas and New Year's. 8,000 sq. ft. plus 2 project rooms for video and photo-based installation. Overall price range \$100-20,000. Most work sold at \$400-800.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, rural, travel, still life, nudes, abstracts, b&w/color, Polaroid transfers and assorted other processes such as platinum prints, gold-toned prints, etc. Interested in alternative process, avant garde, fine art, video, photobased installation.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion. Accepted work should be matted and/or framed. Requires exclusive representation locally, but encourages items to be shown in shows and museums and even promotes artists to other venues.

Submissions Mail portfolio for review or send query letter with artist's statement, photocopies, photographs, résumé, reviews, slides, SASE. Finds artists through word of mouth, submissions, portfolio reviews, referrals by other artists. "They find me." Portfolio reviews run 6-8 weeks.

Tips "I like to see the following: slides or thumbnail images; work prints, collateral materials, reviews, résumé, etc. If requested, we would like to see fiber-based, finely printed work to assess print quality. No RC paper; only acid-free, archival work and matting will be accepted for exhibition."

FOCAL POINT GALLERY

321 City Island Ave., New York NY 10464. (718)885-1403. Fax: (718)885-1451. Web site: www.focalpointgallery.com. **Contact:** Ron Turner, photographer/director. Estab. 1974. Overall price range \$75-1,500. Most work sold at \$175.

Exhibits Open to all subjects, styles and capabilities. "I'm looking for the artist to show me a way of seeing I haven't seen before." Nudes and landscapes sell best. Interested in alternative process, avant garde, documentary, erotic, fine art.

Making Contact & Terms Charges 40% commission. Artist should call for information about exhibition policies.

Tips Sees trend toward more use of alternative processes. "The gallery is geared toward exposure—letting the public know what contemporary artists are doing—and is not concerned with whether it will sell. If the photographer is only interested in selling, this is not the gallery for him/her, but if the artist is concerned with people seeing the work and gaining feedback, this is the place. Most of the work shown at Focal Point Gallery is of lesser-known artists. Don't be discouraged if not accepted the first time. Continue to come back with new work when ready." Call for an appointment.

THE FRASER GALLERY

7700 Wisconsin Ave., Suite E, Bethesda MD 20814. (301)718-9651. Fax: (301)718-9652. E-mail: info@thefrasergallery.com. Web site: www.thefrasergallery.com. **Contact:** Catriona Fraser, director. Estab. 1996. Approached by 500 artists/year; represents 25 artists and sells the work of an additional 75 artists. Sponsors 4 photography exhibits/year (including a juried international photography competition). Average display time 1 month. Gallery open Tuesday through Saturday from 11:30 to 6. Closed Sunday and Monday except by appointment. Overall price range \$200-20,000. Most work sold at under \$5,000.

Exhibits Exhibits landscapes/scenics. Interested in figurative work, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, matted to full conservation standards. Requires exclusive representation locally.

Submissions Send query letter with bio, reviews, slides or CD-ROM, SASE. Responds in 1 month. Finds artists through submissions, portfolio reviews, art exhibits, art fairs.

Tips "Research the background of the gallery, and apply to galleries that show your style of work. All work should be framed or matted to full museum standards."

FREEPORT ARTS CENTER

121 N. Harlem Ave., Freeport IL 61032. (815)235-9755. Fax: (815)235-6015. E-mail: artscenter@aeroinc.net. **Contact:** Mary Fay Schoonover, director. Estab. 1976. Sponsors 10-12 exhibits/year. Average display time 2 months.

Exhibits All artists are eligible for solo or group shows. Exhibits photos of multicultural, families, senior citizens, landscapes/scenics, architecture, cities/urban, gardening, rural, performing arts, travel, agriculture. Interested in fine art, historical/vintage.

Making Contact & Terms Charges 30% commission. Accepted work should be framed.

Submissions Send material by mail with SASE for consideration. Responds in 3 months.

FRESNO ART MUSEUM

2233 N. First St., Fresno CA 93703. (559)441-4221. Fax: (559)441-4227. E-mail: jacquelin@fresnoartmuseum.org. Web site: www.fresnoartmuseum.org. **Contact:** Jacquelin Pilar, curator. Estab. 1948. Approached by 200 artists/year. Holds 25 changing exhibitions/year; sponsors 2 photography exhibits/year. Average display time 8 weeks. Gallery open Tuesday through Sunday from 11 to 5 (Thursdays until 8). Closed mid-August to early September.

Exhibits Interested in fine art. "Main focus of museum is modern and contemporary art."

Making Contact & Terms Museum provides insurance.

Submissions Write to arrange a personal interview to show portfolio of slides, transparencies. Mail portfolio for review. Send query letter with bio, résumé, slides. Finds artists through portfolio reviews, art exhibits.

GALLERY 400

College of Architecture and the Arts, University of Illinois at Chicago, 400 S. Peoria St. (MC 034), Chicago IL 60607. (312)996-6114. Fax: (312)355-3444. E-mail: lorelei@uic.edu. Web site: www.uic.edu/aa/college/gallery400. **Contact:** Lorelei Stewart, director. Nonprofit gallery. Estab. 1983. Approached by 500 artists/year; exhibits 80 artists. Sponsors 1 photography exhibit/year. Average display time 4-6 weeks. Gallery open Tuesday through Friday from 10 to 5; Saturday from 12 to 5.

Making Contact & Terms Gallery provides insurance, promotion.

Submissions Send query letter with SASE for guidelines. Responds in 5 months. Finds artists through word of mouth, art exhibits, referrals by other artists.

Tips "Please check our Web site for guidelines for proposing an exhibition."

GALLERY LUISOTTI

Bergamot Station A-2, 2525 Michigan Ave., Santa Monica CA 90404. (310)453-0043. E-mail: rampub@gte.net. Web site: www.galleryluisotti.com. **Contact:** Theresa Luisotti, owner. For-profit gallery. Estab. 1993. Approached by 80-100 artists/year; represents or exhibits 15 artists. Sponsors 6 photography exhibits/year. Average display time 2 months. Open Tuesday through Saturday from 10:30 to 5:30. Closed December 20-January 1 and last 2 weeks in August. Located in Bergamot Station Art Center in Santa Monica. Overall price range \$500-100,000. Most work sold at \$3,000.

Exhibits Exhibits photos of environmental, cities/urban, rural, automobiles, entertainment, science, technology. Interested in avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage. Other specific subjects/processes: topographic artists from the 1970s; also represents artists who work in photography as well as film, painting or sculpture. Considers installation, mixed media, oil, paper, pen & ink.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion, contract. Requires exclusive representation locally.

Submissions Write to arrange a personal interview to show portfolio of transparencies. Returns material with SASE.

GALLERY M

2830 E. Third Ave., Denver CO 80206. (303)331-8400. Fax: (303)331-8522. Web site: www.gallerym.com. **Contact:** Managing Partner. For-profit gallery. Estab. 1996. Sponsors 2 photography exhibits/year. Average display time 6-12 weeks for featured artist. Overall price range \$1,000-50,000.

Exhibits Primarily interested in social documentation and photojournalism.

Making Contact & Terms Gallery provides promotion. Requires exclusive regional representation.

Submissions "Artists interested in showing at the gallery should visit the Artist Submissions section of our Web site (under Site Resources). The gallery provides additional services for both collectors and artists, including our quarterly newsletter, *The Art Quarterly*."

GALLERY M, A MICHAEL MURPHY COMPANY

(formerly Michael Murphy Gallery Inc.), 2701 S. MacDill Ave., Tampa FL 33629. (813)902-1414. Fax: (813)835-5526. E-mail: mmurphy@michaelmurphygallery.com. Web site: www.michaelmurphygallery.com. **Contact:** Michael Murphy, owner. For-profit gallery. Estab. 1988. Approached by 100 artists/year; exhibits 35 artists. Sponsors 1 photography exhibit/year. Average display time 1 month. Open all year; Monday through Saturday from 10 to 6. Overall price range \$500-15,000. Most work sold at less than \$1,000.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Accepted work should be framed. Requires exclusive representation locally.

Submissions Send query with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides and SASE. Responds to queries in 1 month, only if interested.

GALLERY NAGA

67 Newbury St., Boston MA 02116. (617)267-9060. Fax: (617)267-9040. E-mail: mail@gallerynaga.com. Web site: www.gallerynaga.com. **Contact:** Arthur Dion, director. For-profit gallery. Estab. 1976. Approached by 150

artists/year; represents or exhibits 40 artists. Sponsors 2 photography exhibits/year. Average display time 1 month. Gallery open Tuesday through Saturday from 10 to 5:30. Overall price range \$850-35,000. Most work sold at \$2,000-3,000.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban.

Making Contact & Terms Charges 50% commission. Gallery provides insurance. Requires exclusive representation locally. *Accepts only artists from New England/Boston.*

Submissions Send query letter with artist's statement, résumé, bio, photocopies, slides, SASE. Responds in 6 months. Finds artists through submissions, portfolio reviews, art exhibits.

GALLERY NORTH

90 N. Country Rd., Setauket NY 11733. (631)751-2676. E-mail: info@gallerynorth.org. Web site: www.gallerynorth.org. **Contact:** Colleen Hanson, director. Nonprofit gallery. Estab. 1965. Approached by 200-300 artists/year; represents or exhibits approximately 100 artists. Sponsors 1-2 photography exhibits/year. Average display time 4 weeks. Open Tuesday through Saturday from 10 to 5; Sunday from 12 to 5. Located on the north shore of Long Island in a professional/university community. The exhibition space is 1,000 sq. ft. The gallery is located in an 1840s house. Overall price range \$250-20,000. Most work sold at \$1,500-5,000.

Exhibits Exhibits photos of architecture, cities/urban, environmental, landscapes/scenics, occasionally people. Interested in alternative process, avant garde, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions Artists should mail portfolio for review and include artist's statement, bio, résumé, reviews, contact information. "We return all materials with SASE. We file CDs, photographs, slides." Responds to queries within 6 months. Finds artists through word of mouth, art exhibits, submissions, portfolio reviews, referrals by other artists.

Tips "All written material should be typed and clearly written. Slides, CDs and photos should be organized by categories, and no more than 20 images should be submitted."

GALLERY 72

2709 Leavenworth, Omaha NE 68105-2399. (402)345-3347. Fax: (402)348-1203. E-mail: gallery72@novia.net. **Contact:** Robert D. Rogers, director. Estab. 1972. Represents or exhibits 6 artists. Sponsors 2 photography exhibits/year. Average display time 3-4 weeks. Gallery open Monday through Saturday from 10 to 5; Sunday from 12 to 5. One large room, one small room.

Exhibits Exhibits photos of senior citizens, landscapes/scenics, cities/urban, interiors/decorating, rural, performing arts, travel.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion. Requires exclusive representation locally. "No Western art."

Submissions Call or write to arrange a personal interview to show portfolio. Send query letter with artist's statement, brochure, photocopies, résumé. Accepts digital images. Finds artists through word of mouth, submissions, art exhibits.

GALMAN LEPOW ASSOCIATES, INC.

1879 Old Cuthbert Rd., Unit 12, Cherry Hill NJ 08034. (856)354-0771. Fax: (856)428-7559. Web site: www.galmanlepowaappraisers.com. **Contact:** Judith Lepow, principal. Estab. 1979.

Submissions Send query letter with résumé and SASE. "Visual imagery of work is helpful." Responds in 3 weeks.

Tips "We are corporate art consultants and use photography for our clients."

SANDRA GERING GALLERY

534 W. 22nd St., New York NY 10011. (646)336-7183. Fax: (646)336-7185. E-mail: info@geringgallery.com. Web site: www.geringgallery.com. **Contact:** Director. For-profit gallery. Estab. 1991. Approached by 240 artists/year; represents or exhibits 12 artists. Sponsors 1 photography exhibit/year. Average display time 5 weeks. Gallery open Tuesday through Saturday from 10 to 6.

Exhibits Interested in alternative process, avant garde; digital, computer-based photography.

Making Contact & Terms Artwork is accepted on consignment.

Submissions E-mail with link to Web site or send postcard with image. Responds within 6 months, only if interested. Finds artists through word of mouth, art exhibits, art fairs, referrals by other artists. "At this time, gallery is not actively looking for new artists."

Tips "Most important is to research the galleries and only submit to those that are appropriate. Visit Web sites if you don't have access to galleries."

BARBARA GILLMAN GALLERY

3814 NE Miami Court, Miami FL 33137. (305)573-1920 or (800)688-7079. Fax: (305)573-1940. E-mail: bggart@at t.net. Web site: www.barbaragillman-gallery.com. **Contact:** Barbara Gillman. For-profit gallery. Estab. 1960. Approached by 20 artists/year; represents or exhibits 25 artists. Average display time 2 months. Call for gallery hours. Overall price range \$1,000-20,000. Most work sold at \$10,000.

Exhibits Exhibits photos of entertainment, performing arts. Interested in historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides promotion. Accepted work should be framed, mounted, matted. Requires exclusive representation locally.

Submissions Write to show portfolio of photographs, slides, transparencies. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photographs, résumé, SASE, slides. Finds artists through word of mouth, art exhibits.

GRAND RAPIDS ART MUSEUM

155 Division N., Grand Rapids MI 49503-3154. (616)831-1000. Fax: (616)559-0422. E-mail: pr@gr.artmuseum.o rg. Web site: www.gramonline.org. Museum. Estab. 1910. Sponsors 1 photography exhibit/year. Average display time 4 months. Gallery open Tuesday through Sunday from 11 to 6.

Exhibits Interested in fine art, historical/vintage.

WELLINGTON B. GRAY GALLERY

Jenkins Fine Arts Center, East Carolina University, Greenville NC 27858. (252)328-6336. Fax: (252)328-6441.

Contact: Gilbert Leebrick, director. Estab. 1978. Sponsors 6-8 exhibits/year. Average display time 4-6 weeks.

Exhibits Interested in fine art photography.

Making Contact & Terms Charges 35% commission. Reviews transparencies. Accepted work should be framed or ready to hang for exhibitions; send slides for exhibit committee's review.

Submissions For exhibit review, submit 20 slides, résumé, catalogs, etc., by November 15th annually. Exhibits are booked the next academic year. Send material by mail with SASE for consideration.

CARRIE HADDAD GALLERY

622 Warren St., Hudson NY 12534. (518)828-1915. E-mail: info@carriehaddadgallery.com. Web site: www.carri ehaddadgallery.com. **Contact:** Carrie Haddad, owner. Art consultancy, for-profit gallery. Estab. 1990. Ap- proached by 50 artists/year; represents or exhibits 60 artists. Sponsors 8 photography exhibits/year. Average display time 5 weeks. Open Thursday through Monday from 11 to 5. Overall price range \$350-6,000. Most work sold at \$1,000.

Exhibits Exhibits photos of nudes, landscapes/scenics, architecture, pets, rural, product shots/still life.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion. Requires exclusive representation locally.

Submissions Send query letter with bio, photocopies, photographs, price list, SASE. Responds in 1 month. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

HALLWALLS CONTEMPORARY ARTS CENTER

341 Delaware Ave., Buffalo NY 14202. (716)854-1694. Fax: (716)854-1696. E-mail: john@hallwalls.org. Web site: www.hallwalls.org. **Contact:** John Massier, visual arts curator. Nonprofit multimedia organization. Estab. 1974. Sponsors 10 exhibits/year. Average display time 6 weeks.

Exhibits Interested in work that expands the boundaries of traditional photography. No limitations on type, style or subject matter.

Making Contact & Terms "Sales are not our focus. If a work does sell, we suggest a donation of 15% of the purchase price."

Submissions Send material by mail for consideration. Work may be kept on file for additional review for 1 year.

Tips "We're looking for photographers with innovative work that challenges the boundaries of the medium. While we do not focus on the presentation of photography alone, we present innovative work by contemporary photographers in the context of contemporary art as a whole."

THE HALSTED GALLERY INC.

P.O. Box 130, Bloomfield Hills MI 48303. (248)745-0062. Fax: (248)332-0227. E-mail: thalsted@halstedgallery.c om. Web site: www.halstedgallery.com. **Contact:** Wendy or Thomas Halsted. Estab. 1969. Sponsors 3 exhibits/ year. Average display time 2 months. Sponsors openings. Overall price range \$500-25,000.

Exhibits Interested in 19th- and 20th-century photographs.

Submissions Call to arrange a personal interview to show portfolio only. Prefers to see scans. Send no slides or samples. Unframed work only.

Tips This gallery has no limitations on subjects. Wants to see creativity, consistency, depth and emotional work.

LEE HANSLEY GALLERY

225 Glenwood Ave., Raleigh NC 27603. (919)828-7557. Fax: (919)828-7550. E-mail: leehansley@bellsouth.net. Web site: www.leehansleygallery.com. **Contact:** Lee Hansley, gallery director. Estab. 1993. Sponsors 3 exhibits/year. Average display time 4-6 weeks. Overall price range \$200-800. Most work sold at \$250.

Exhibits Exhibits photos of environmental, landscapes/scenics, architecture, cities/urban, gardening, rural, performing arts. Interested in alternative process, avant garde, erotic, fine art. Interested in new images using the camera as a tool of manipulation; also wants minimalist works. Looks for top-quality work with an artistic vision.

Making Contact & Terms Charges 50% commission. Payment within 1 month of sale.

Submissions No mural-size works. Send material by mail for consideration; include SASE. Responds in 2 months.

Tips Looks for "originality and creativity—someone who sees with the camera and uses the parameters of the format to extract slices of life, architecture and nature."

JAMES HARRIS GALLERY

309A Third Ave. S., Seattle WA 98104. (206)903-6220. Fax: (206)903-6226. E-mail: mail@jamesharrisgallery.com. Web site: www.jamesharrisgallery.com. **Contact:** Carrie Scott, assistant to the director. For-profit gallery. Estab. 1999. Approached by 40 artists/year; represents or exhibits 26 artists. Average display time 6 weeks. Open Wednesday through Saturday from 11 to 5.

Exhibits Exhibits photos of cities/urban. Interested in fine art.

Submissions E-mail with JPEG samples at 72 dpi. Send query letter with artist's statement, bio, slides.

THE HARWOOD MUSEUM OF ART

238 Ledoux St., Taos NM 87571-6004. (505)758-9826. Fax: (505)758-1475. E-mail: harwood@unm.edu. Web site: www.harwoodmuseum.org. **Contact:** Margaret Bullock, curator. Estab. 1923. Approached by 100 artists/year; represents or exhibits more than 200 artists. Sponsors "at least" 1 photography exhibit/year. Average display time 3 months. Gallery open Tuesday through Saturday from 10 to 5; Sunday from 12 to 5. Overall price range \$1,000-5,000. Most work sold at \$2,000.

Exhibits Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. Gallery provides insurance, contract. Accepted work should be framed, mounted, matted. "The museum exhibits work by Taos, New Mexico, artists as well as major artists from outside our region."

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, résumé, reviews, SASE, slides. Responds in 3 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

JANE HASLEM GALLERY

2025 Hillyer Place NW, Washington DC 20009. (202)232-4644. Fax: (202)387-0679. E-mail: haslem@artline.com. Web site: www.janehaslemgallery.com. **Contact:** Jane Haslem, owner. For-profit gallery. Open Wednesday through Saturday from 12 to 5. Closed August. Located at DuPont Circle across from Phillips Museum; 2 floors of 1886 building; 3,000 sq. ft.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, industry, medicine, military, product shots/still life, disasters, environmental, landscapes/scenics, wildlife, adventure, automobiles, entertainment, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in erotic.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. *Accepts only artists from the US.*

Submissions Call or write to arrange a personal interview to show portfolio. Mail portfolio for review. Send query letter with artist's statement, bio, brochure.

WILLIAM HAVU GALLERY

1040 Cherokee St., Denver CO 80204. (303)893-2360. Fax: (303)893-2813. E-mail: bhavu@mho.net. Web site: www.williamhavugallery.com. **Contact:** Bill Havu, owner. Gallery Administrator: Kate Thompson. For-profit gallery. Estab. 1998. Approached by 120 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 6-8 weeks. Gallery open Tuesday through Friday from 10-6; Saturday from

11 to 5. Closed Christmas and New Year's Day. Overall price range \$250-15,000. Most work sold at \$1,000-4,000.

Exhibits Exhibits photos of multicultural, landscapes/scenics, religious, rural. Interested in alternative process, documentary, fine art.

Making Contact & Terms Gallery provides insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally. *Accepts only artists from Rocky Mountain, Southwestern region.*

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, résumé, SASE, slides. Responds within 1 month, only if interested. Finds artists through word of mouth, submissions, referrals by other artists.

Tips "Always mail a portfolio packet. We do not accept walk-ins or phone calls to review work. Explore Web site or visit gallery to make sure work would fit with the gallery's objective. We only frame work with archival quality materials and feel its inclusion in work can 'make' the sale."

HEARST ART GALLERY, SAINT MARY'S COLLEGE

P.O. Box 5110, Moraga CA 94575. (925)631-4379. Fax: (925)376-5128. Web site: gallery.stmarys-ca.edu. College gallery. Estab. 1931. Sponsors 1 photography exhibit/year. Gallery open Wednesday through Sunday from 11 to 4:30. Closed major holidays. 1,650 sq. ft. of exhibition space.

Exhibits Exhibits photos of multicultural, landscapes/scenics, religious, travel.

Submissions Send query letter (Attn: Registrar) with artist's statement, bio, résumé, slides, SASE. Finds artists through submissions, art exhibits, art fairs, referrals by other artists.

HEMPHILL

1515 14th St. NW, Suite 300, Washington DC 20005. (202)234-5601. Fax: (202)234-5607. E-mail: gallery@hemphillfinearts.com. Web site: www.hemphillfinearts.com. Art consultancy and for-profit gallery. Estab. 1993. Represents or exhibits 30 artists/year. Sponsors 2-3 photography exhibits/year. Average display time 6-8 weeks. Gallery open Tuesday through Saturday from 10 to 5. Overall price range \$800-200,000. Most work sold at \$3,000-9,000.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, rural. Interested in alternative process, fine art, historical/vintage.

Submissions Query regarding whether artist submissions are currently being accepted for consideration.

MARIA HENLE STUDIO

55 Company St., Christiansted, St. Croix VI 00820. E-mail: mariahenle@earthlink.net. Web site: www.mariahenlestudio.com. **Contact:** Maria Henle, artist/owner. For-profit gallery. Estab. 1993. Approached by 4 artists/year; represents or exhibits 7 artists. Average display time 1 month. Open Monday through Friday from 11 to 5; weekends from 11 to 3. Closed part of September and October. Located in historic Danish West Indian town; 750 sq. ft.; 18th-century loft space. Overall price range \$600-\$6,000. Most work sold at \$600.

Exhibits Exhibits photos of multicultural, architecture, industry, landscapes/scenics, humor, travel. Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission.

Submissions Call to arrange a personal interview to show portfolio of photographs, slides. Send query letter with artist's statement, bio, brochure. Finds artists through art exhibits, submissions, referrals by other artists.

Tips "Neat presentation of good slides or photos with a clear, concise bio."

HENRY STREET SETTLEMENT/ABRONS ART CENTER

466 Grand St., New York NY 10002. (212)598-0400. Fax: (212)505-8329. E-mail: mdust@henrystreet.org. Web site: www.henrystreet.org. **Contact:** Martin Dust, visual arts coordinator. Alternative space, nonprofit gallery, community center. Holds 9 solo photography exhibits/year. Gallery open Monday through Friday from 9 to 6; Saturday and Sunday from 12 to 6. Closed major holidays.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, cities/urban, rural. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 20% commission. Gallery provides insurance, space, contract.

Submissions Send query letter with artist's statement, SASE. Finds artists through word of mouth, submissions, referrals by other artists.

HERA EDUCATIONAL FOUNDATION AND ART GALLERY

P.O. Box 336, Wakefield RI 02880. (401)789-1488. E-mail: info@heragallery.org. Web site: www.heragallery.org. **Contact:** Chelsea Heffner, director. Cooperative gallery. Estab. 1974. The number of photo exhibits varies each year. Average display time 6 weeks. Gallery open Wednesday through Friday from 1 to 5; Saturday from

10-4. Closed during the month of January. Sponsors openings; provides refreshments and entertainment or lectures, demonstrations and symposia for some exhibits. Call for information on exhibitions. Overall price range: \$100-10,000.

Exhibits Interested in all types of innovative contemporary art that explores social and artistic issues. Exhibits photos of disasters, environmental, landscapes/scenics. Interested in fine art.

Making Contact & Terms Charges 25% commission. Works must fit inside a 6'6" x 2'6" door. Photographer must show a portfolio before attaining membership.

Submissions Inquire about membership and shows. Responds in 6 weeks. Membership guidelines and application available on Web site or mailed on request.

Tip "Hera exhibits a culturally diverse range of visual and emerging artists. Please follow the application procedure listed in the Membership Guidelines. Applications are welcome at any time of the year."

GERTRUDE HERBERT INSTITUTE OF ART

506 Telfair St., Augusta GA 30901-2310. (706)722-5495. Fax: (706)722-3670. E-mail: ghia@ghia.org. Web site: www.ghia.org. **Contact:** Kim Overstreet, executive director. Nonprofit gallery. Estab. 1937. Has 5 solo or group shows annually; exhibits approximately 40 artists annually. Average display time 6-8 weeks. Open Tuesday through Friday from 10 to 5; weekends by appointment only. Closed 1st week in August; December 20-31. Located in historic 1818 Ware's Folly mansion.

Making Contact & Terms Artwork is accepted on consignment, and there is a 35% commission.

Submissions Send query letter with artist's statement, bio, brochure, résumé, reviews, slides or CD of work, SASE. Responds to queries in 1-3 months. Finds artists through art exhibits, submissions, referrals by other artists.

HEUSER ART CENTER GALLERY & HARTMANN CENTER ART GALLERY

Bradley University, 1501 W. Bradley Ave., Peoria IL 61625. (309)677-2989. Fax: (309)677-3642. E-mail: payresmc@bradley.edu. Web site: www.gcc.bradley.edu/art/. **Contact:** Pamela Ayres, director of galleries, exhibitions and collections. Alternative space, nonprofit gallery, educational. Estab. 1984. Approached by 260 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 4 to 6 weeks. Open Tuesday through Friday from 9 to 4; Thursday from 9 to 7. Closed weekends and during Christmas, Thanksgiving, Fall and Spring breaks. Overall price range: \$100-5,000. Most work sold at \$300.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, rural, entertainment, events, performing arts, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, large-format Polaroid.

Making Contact & Terms Artwork is accepted on consignment, and there is a 35% commission. Gallery provides promotion and contract. Accepted work should be framed or glazed with Plexiglas. "We consider all professional artists."

Submissions Mail portfolio of 20 slides for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, SASE, slides and CD. Queries are reviewed in January and artists are notified in June. Finds artists through art exhibits, portfolio reviews, referrals by other artists and critics, submissions and national calls.

Tips "No handwritten letters. Print or type slide labels. Send only 20 slides total."

EDWARD HOPPER HOUSE ART CENTER

82 N. Broadway, Nyack NY 10960. (845)358-0774. Fax: (845)358-0774. E-mail: edwardhopper.house@verizon.net. Web site: www.EdwardHopperHouseArtCenter.org. **Contact:** Kendra Yapyapan, assistant director. Nonprofit gallery and historic house. Estab. 1971. Approached by 200 artists/year; exhibits 100 artists. Sponsors 1-2 photography exhibits/year. Average display time 1 month. Also offers an annual summer jazz concert series. Open all year; Thursday through Sunday from 1 to 5. The house was built in 1858; there are 4 gallery rooms on the 1st floor. Overall price range: \$100-12,000. Most work sold at \$750.

Exhibits Exhibits photos of all subjects. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 35% commission. Gallery provides insurance, promotion and contract. Accepted work should be framed, mounted and matted.

Submissions Call. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides and SASE. Responds to queries in 3 weeks. Finds artists through art fairs, art exhibits, portfolio reviews, referrals by other artists, submissions and word of mouth.

EDWYNN HOUK GALLERY

745 Fifth Ave., Suite 407, New York NY 10151. (212)750-7070. Fax: (212)688-4848. E-mail: julie@houkgallery.com. Web site: www.houkgallery.com. **Contact:** Julie Castellano, director. For-profit gallery. Gallery open Tuesday through Saturday from 11 to 6. Closed 3 weeks in August.

Exhibits Exhibits photography.

HUNTSVILLE MUSEUM OF ART

300 Church St. S., Huntsville AL 35801. (256)535-4350. E-mail: info@hsvmuseum.org. Web site: www.hsvmuseum.org. **Contact:** Peter J. Baldaia, chief curator. Estab. 1970. Sponsors 1-2 exhibits/year. Average display time 2-3 months.

Exhibits No specific stylistic or thematic criteria. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Buys photos outright. Accepted work may be framed or unframed, mounted or unmounted, matted or unmatted. Must have professional track record and résumé, slides, critical reviews in package (for curatorial review). **Regional connection strongly preferred.**

Submissions Send material by mail with SASE for consideration. Responds in 3 months.

ICEBOX QUALITY FRAMING & GALLERY

1500 Jackson St. NE, Suite 443, Minneapolis MN 55413. (612)788-1790. Fax: (612)788-6947. E-mail: icebox@bits.tream.net. Web site: www.iceboxminnesota.com. **Contact:** Howard M. Christopherson, owner. Exhibition, promotion and sales gallery. Estab. 1988. Represents photographers and fine artists in all media, predominantly photography. "A sole proprietorship gallery, Icebox sponsors installations and exhibits in the gallery's 1,700-sq.-ft. space in the Minneapolis Arts District." Overall price range \$200-1,500. Most work sold at \$200-800.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, rural, adventure, travel. Interested in alternative process, documentary, erotic, fine art, historical/vintage. Specifically wants "fine art photographs from artists with serious, thought-provoking work."

Making Contact & Terms Charges 50% commission.

Submissions "Send letter of interest telling why and what you would like to exhibit at Icebox. Include only materials that can be kept at the gallery and updated as needed. Check Web site for more details about entry and gallery history."

Tips "We are experienced with the out-of-town artist's needs."

ILLINOIS STATE MUSEUM CHICAGO GALLERY

100 W. Randolph, Suite 2-100, Chicago IL 60601. (312)814-5322. Fax: (312)814-3471. Web site: www.museum.state.il.us. **Contact:** Kent Smith, director. Assistant Administrator: Jane Stevens. Estab. 1985. Sponsors 2-3 exhibits/year. Average display time 2 months. Sponsors openings; provides refreshments at reception and sends out announcement cards for exhibitions.

Exhibits Interested in contemporary and historical/vintage, alternative process, fine art.

Making Contact & Terms *Must be an Illinois photographer.*

Submissions Send résumé, artist's statement, 10 slides, SASE. Responds in 6 months.

INDIANAPOLIS ART CENTER

820 E. 67th St., Indianapolis IN 46220. (317)255-2464. Fax: (317)254-0486. E-mail: exhibits@indplsartcenter.org. Web site: www.indplsartcenter.org. **Contact:** David Kwasigroh, exhibitions curator. Estab. 1934. Sponsors 1-2 photography exhibits/year. Average display time 8 weeks. Overall price range \$50-5,000. Most work sold at \$500.

Exhibits Interested in alternative process, avant garde, documentary, fine art and "very contemporary work, preferably unusual processes." Prefers artists who live within 250 miles of Indianapolis.

Making Contact & Terms Charges 35% commission. One-person show: \$300 honorarium; 2-person show: \$200 honorarium; 3-person show: \$100 honorarium; plus \$0.32/mile travel stipend (one way). Accepted work should be framed (or other finished-presentation formatted).

Submissions Send minimum of 20 digital images with résumé, reviews, artist's statement and SASE between July 1 and December 31. No wildlife or landscape photography. Interesting color and mixed media work is appreciated.

Tips "We like photography with a very contemporary look that incorporates unusual processes and/or photography with mixed media. Submit excellent images with a full résumé, a recent artist's statement, and reviews of past exhibitions or projects. Please, no glass-mounted slides. Always include a SASE for notification and return of materials, ensuring that correct return postage is on the envelope."

INDIVIDUAL ARTISTS OF OKLAHOMA

811 N. Broadway, P.O. Box 60824, Oklahoma OK 73146. (405)232-6060. Fax: (405)232-6061. E-mail: iao@telepath.com. Web site: www.iaogallery.org. **Contact:** Jeff Stokes, director. Alternative space. Estab. 1979. Ap-

proached by 60 artists/year; represents or exhibits 30 artists. Sponsors 10 photography exhibits/year. Average display time 3-4 weeks. Gallery open Tuesday through Friday from 11 to 4; Saturdays from 1 to 4. Closed August. Gallery is located in downtown art district, 2,300 sq. ft. with 10-ft. ceilings and track lighting. Overall price range \$100-2,000. Most work sold at \$400.

Exhibits Interested in alternative process, avant garde, documentary, fine art, historical/vintage photography. Other specific subjects/processes: contemporary approach to variety of subjects.

Making Contact & Terms Charges 20% commission. Gallery provides insurance, promotion, contract. Accepted work must be framed.

Submissions Mail portfolio for review with artist's statement, bio, photocopies or slides, résumé, SASE. Reviews quarterly. Finds artists through word of mouth, art exhibits, referrals by other artists.

INSLEY QUARTER GALLERY

(formerly Insley Art Gallery), 830 Royal St., New Orleans LA 70116. (504)529-3334. E-mail: InsleyArtGallery@aol.com. Web site: www.InsleyArt.com. **Contact:** Charlene Insley, owner. Retail gallery. Estab. 2004. Approached by 52 artists/year; represents or exhibits 5-8 artists. Sponsors 1 photography exhibit/year. Average display time 2 months. Open Tuesday through Saturday from 10 to 6. Located in the French Quarter. Overall price range \$300-22,500. Most work sold at \$2,000.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30-50% commission. Accepted work should be framed. **Represents only New Orleans artists.** Requires exclusive representation locally.

Submissions Send query letter with bio, brochure or business card. Cannot return material. Responds within 2 months, only if interested. Finds artists through referrals by other artists, submissions and portfolio reviews.

INTERNATIONAL CENTER OF PHOTOGRAPHY

1133 Avenue of the Americas, New York NY 10036. (212)857-0000. Fax: (212)768-4688. E-mail: exhibitions@icp.org. Web site: www.icp.org. **Contact:** Department of Exhibitions & Collections. Estab. 1974.

Submissions "Due to the volume of work submitted, we are only able to accept portfolios in the form of 35mm slides or CDs. All slides must be labeled on the front with a name, address, and a mark indicating the top of the slide. Slides should also be accompanied by a list of titles and dates. CDs must be labeled with a name and address. Submissions must be limited to one page of up to 20 slides or a CD of no more than 20 images. Portfolios of prints or of more than 20 images will not be accepted. Photographers may also wish to include the following information: cover letter, résumé or curriculum vitae, artist's statement and/or project description. ICP can only accept portfolio submissions via mail (or FedEx, etc.). Please include a SASE for the return of materials. ICP cannot return portfolios submitted without return postage."

INTERNATIONAL VISIONS GALLERY

2629 Connecticut Ave. NW, Washington DC 20008. (202)234-5112. Fax: (202)234-4206. E-mail: intvisions@aol.com. Web site: www.inter-visions.com. **Contact:** Timothy Davis, owner/director. For-profit gallery. Estab. 1997. Approached by 60 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 4-6 weeks. Gallery open Wednesday through Saturday from 11 to 6. Located in the heart of Washington, DC; features 1,000 sq. ft. of exhibition space. Overall price range \$1,000-8,000. Most work sold at \$2,500.

Exhibits Exhibits photos of babies/children/teens, multicultural.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Call. Send query letter with artist's statement, bio, photocopies, résumé, SASE. Responds in 2 months. Finds artists through word of mouth, art exhibits, referrals by other artists.

JACKSON FINE ART

3115 E. Shadowlawn Ave., Atlanta GA 30305. (404)233-3739. Fax: (404)233-1205. E-mail: malia@jacksonfineart.com. Web site: www.jacksonfineart.com. **Contact:** Malia Stewart, associate director. Estab. 1990. Exhibitions are rotated every 6 weeks. Gallery open Tuesday through Saturday from 10 to 5. Overall price range \$600-500,000. Most work sold at \$5,000.

Exhibits Interested in innovative photography, avant garde, fine art.

Making Contact & Terms Only buys vintage photos outright. Requires exclusive representation locally. Exhibits only nationally known artists and emerging artists who show long-term potential. "Photographers must be established, preferably published in books or national art publications. They must also have a strong biography, preferably museum exhibitions, national grants."

Submissions Send JPEG files via e-mail, or CD-ROM by mail with SASE for return. Responds in 3 months, only if interested. Unsolicited original work is not accepted.

Vicki Reed

*Black & white photographer
plays with color*



Freelance photographer Vicki Reed began her artistic career as a painter, so she understands how color, light and shadow impact the mood of a photograph. With today's technology, it's possible to digitally manipulate those qualities, but she prefers the "old-fashioned" method of hand coloring that has been used for over a hundred years. As the world continues to move toward easier and faster, Reed finds pleasure in experimenting with slower "hands on" techniques in photography.

In addition to her painting background, Reed has ample experience as a photojournalist. The skills she acquired in that arena greatly influence the way she sees her subjects, many of which are drawn from her travels abroad. "I have been lucky enough to travel to Africa, Australia, Europe and South America, as well as extensively in North America and the Caribbean," says Reed.

For the past 10 years, Reed has continued her photojournalism work for *Porcupine Literary Arts Magazine*, a publication she founded with her husband. Going beyond her duties as art editor and publisher, she also contributes to the magazine with photo essays, interviews and photographic profiles of artists and writers. New York Graphic Society (www.nygs.com) has purchased the poster licensing rights to four of Reed's images, and a publishing company in Poland has shown interest in using one of her images as a book cover. She also provided three images for "Coast to Coast," a CD featuring female artists from Canada and the U.S., produced by Jar Music out of Germany (www.jarmusic.com).

Here, Reed discusses her ventures in art, journalism and photography, and offers insight into cultivating a successful freelance photography business despite going against the norm.

Tell me about your background in oil painting and your experiences with photojournalism. How did those things lead to fine art photography, and how have they affected your creative process in hand coloring black & white photographs?

I took private oil painting lessons while in my teens, and it has had a significant impact on my current interest in photography as well as my hand coloring technique. It taught me how to blend colors both on the canvas as well as on the palette, and I learned how color can influence mood in an artwork. More importantly, it taught me to see. Painting taught me to be aware of everything around me as it relates to light: the shadows on a person's face, the patterns in a landscape, the softness created when the light is dispersed by fog. When I became interested in black & white photography, it became very clear that without color it was all about light; everything was reduced to shades of gray.



© Vicki Reed

Vicki Reed captured this image at a restored historical village while on assignment for a feature news story. She spent a day there with a group of children who were experiencing "A Day in the Life of a Pioneer Child" as part of a school project. "I was drawn to the quietness of the indoor scene compared to the activity going on outside," she says. The photo is one of the first images Reed hand colored, and it was licensed by New York Graphic Society.

Working for a daily newspaper I was forced to create photographs in unpredictable lighting conditions. I had to assess the situation very quickly and adjust my technique and position according to how the conditions were changing. I worked on a strict deadline at the newspaper with my black & white work, whereas with my hand colored work I could slow down the process and take my time. For me, my hand colored work with its stillness and quiet provided the perfect balance to the hectic life at the paper. When I became a mother, I decided to pursue freelance work and fine art photography so that I could have more control of my time.

How did you learn/decide what materials you needed for hand coloring your black & white photographs?

I initially bought a beginner set of photographic oil paints from Marshall Co., and the kit came with some tips on getting started. Soon after that a local photographic supply store had a clearance sale of all their hand coloring supplies, and I bought everything they had. That was almost 30 years ago and I am still using some of those tubes of paint.

Did you take any classes or workshops to learn how to apply the photo paints, or were you self-taught?

I am totally self-taught. My background in oil painting helped a great deal, but I basically learned through experimenting with different photographic papers and methods of applying and blending the color.

What techniques have you discovered through your experimentation?

I've learned that thinning the oils and working over the still-wet oils with oil pencils works well for me. I print my images on semi-matte fiber-based paper and selenium-tone them following archival standards. For hand coloring purposes, I print them a little softer and lighter than I would if they were straight black & white prints. I use drafting tape to mask the border of the print and attach it firmly to my drafting table or a piece of acid-free foam core board. I create a palette using Marshall's photographic oil paints. I blend colors on the palette and then blend in extender to thin the colors. I apply color to the lighter areas first and then work toward the darks. It is important to clean away any excess, overlapping colors before you move on to a new area.

I apply color to the larger areas using cotton balls, rubbing in a circular motion. (A little color goes a long way!) For smaller areas, I use cotton swabs to apply color, and for fine detail I use Marshall's photo oil pencils. I also apply oil pencil to larger areas of wet oil paints when I want to introduce some very defined layers of color to add some depth and richness to a piece, gently rubbing the area to subtly blend the additional colors. I try to work as quickly as I can to minimize the time the photo has the drafting tape attached to it. I don't want to risk having residue remain on the photograph or risk it tearing when I remove the tape. Marshall's oils are transparent, so some colors like deep reds are difficult to achieve; permanent opaque oils may be needed, or many layers of the transparent oils may be applied to build up the color. The oils dry pretty quickly if applied lightly, but for safety I allow the photo to dry in the open air for several days before handling.

How would you describe your artistic style?

I am a minimalist with color. I guess that is why I still have tubes of paint from 30 years ago. I prefer to use soft, subtle color rather than try to duplicate a vivid color photograph. People often ask me if my work is a painting or a photograph.

Are there certain photographic subjects that lend themselves to hand coloring more than others? Are there any subjects that are particularly challenging?

Low-contrast subjects work best. The softer lighting pairs well with a subtle touch of color. Of the subjects I hand color, the most challenging ones involve fog. It is difficult to determine the color of fog; it's different for each fog photograph I color.

What appeals to you about hand coloring black & white photographs when there are so many effects that can be applied digitally?

Though I have experimented with digitally manipulating images, I still feel that coloring my photographs by hand is the only way to achieve the final image I want. I love the smell of the oils and the physical act of mixing and applying them to the surface of the paper. When I apply color, I work from the lightest areas to the darkest, and to see the mood of the photograph develop is not unlike seeing the initial black & white print appear in the developing tray. I layer colors using both oil paints and pencils, blending them on the surface of the print while the oils are still wet. Trying to replicate this technique digitally would require more work than doing it by hand. You can see the finish of the oil paints and individual pencil strokes on my pieces. Every hand-colored photograph is unique, and I like that quality in my work.

Is there a significant demand for traditional hand-colored photographs—enough to make a reasonable profit?

There is a client base that appreciates the extra time and attention to detail that hand-colored photographs require. I think they like the fact that they are buying an original. But I don't rely solely on hand-colored work in my business; I also do straight black & white



© Vicki Reed

This image was taken at the Chicago Botanical Gardens, using infrared film with a red filter. The photo was printed using the lith printing method, a technique in which a photograph is overexposed and then very slowly developed in dilute lith developer. The result is a grainy print with dark shadows and soft highlights.

photographs. I experiment with vintage cameras, pinhole cameras and the Holga (Chinese plastic toy camera), as well as alternative printing processes such as lith printing. This experimenting and continuing to learn new techniques keeps photography exciting for me even after having worked in the field for 30 years.

How do you go about finding galleries and other venues for selling your work?

Though photography has made giant leaps in the art industry, there are still many galleries that will not consider selling it. *Photographer's Market* is handy for me because I know the galleries listed believe photography to be art. Also, as Art Editor of *Porcupine Literary Arts Magazine* I am constantly meeting artists, working with galleries, and surfing the Internet. It makes me aware of contemporary art venues, including those interested in photography.

On average, how many gallery exhibits, art fairs, etc., do you participate in each year?

I usually participate in two or three exhibits a year, depending on how much of my work is needed for each show and what projects I am working on at the time. Also, I have a studio and share gallery space with several other artists in a restored stone woolen mill. We host open houses several times a year. People enjoy seeing my working space as well as having an opportunity to watch me hand color a photograph. I always hold demonstrations when I have an open house and encourage everyone to ask questions about the process. My work is also available 24 hours a day through www.guild.com, an online gallery.

How has having your own Web site impacted your success?

Though I have not had a tremendous amount of sales directly from my Web site, it provides a great venue for having my work seen. Design firms and galleries often contact me after discovering my site, which eventually leads to sales. I've also been approached by poster companies and music and book publishers interested in purchasing rights to my images.

What advice can you offer to aspiring photographers who are trying to find their niche?

Do not get discouraged. It takes a while to find your own voice, and longer still for someone else to notice it. Attending seminars, joining a photography group and taking workshops provide self-growth and a guarantee for maintaining passion in your work. Taking a class in marketing is something all artists could benefit from. If you keep your portfolio fresh and present your work in the most professional way, you will increase the chances of having your work accepted in galleries and shows. Be persistent!

For more information about Vicki Reed and her work, visit www.vickireed.com. If you're interested in learning about lith printing, check out *The Master Photographer's Lith Printing Course: A Definitive Guide to Creative Lith Printing* by Tim Rudman, a photographer and workshop instructor at Photographers' Formulary in Montana (www.photoformulary.com).

—Erika O'Connell

ELAINE L. JACOB GALLERY AND COMMUNITY ARTS GALLERY

150 Community Arts Building, Detroit MI 48202. (313)577-2423. Fax: (313)577-8935. E-mail: s.dupret@wayne.edu. Web site: www.art.wayne.edu. **Contact:** Sandra Dupret, curator of exhibitions. Nonprofit university gallery. Estab. 1995. Approached by 30 artists/year; exhibits solo and group shows. Sponsors 1-2 photography exhibits/year. Average display time 1 month. Galleries open Tuesday through Thursday from 10 to 6; Friday from 10 to 7. Closed Mondays, Sundays, Thanksgiving weekend and Christmas. Community Arts Gallery: 3,000 sq. ft.; Elaine L. Jacob Gallery, level 1: 2,000 sq. ft., level 2: 1,600 sq. ft.

Exhibits Interested in fine art. "The Elaine L. Jacob Gallery and the Community Arts Gallery are university galleries, displaying art appropriate for an academic environment."

Making Contact & Terms Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Send query letter with artist's statement, bio, résumé, SASE, slides, exhibition proposal, video, slide list. Responds in 3 months. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

JADITE GALLERIES

413 W. 50th St., New York NY 10019. (212)315-2740. Fax: (212)315-2793. E-mail: jaditeart@aol.com. Web site: www.jadite.com. **Contact:** Roland Sainz, director. Estab. 1985. Sponsors 1-2 exhibits/year. Average display time 1 month. Open Monday through Saturday from 12 to 6. Overall price range \$300-2,000. Most work sold at \$500.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, travel. Interested in avant garde, documentary and b&w, color and mixed media.

Making Contact & Terms Gallery receives 40% commission. There is a rental fee for space (50/50 split of expenses such as invitations, advertising, opening reception, etc.). Accepted work should be framed.

Submissions Arrange a personal interview to show portfolio. Responds in 5 weeks.

JAMESON GALLERY & FRAME AND THE JAMESON ESTATE COLLECTION

305 Commercial St., Portland ME 04101. (207)772-5522. Fax: (207)774-7648. E-mail: art@jamesongallery.com. Web site: www.jamesongallery.com. **Contact:** Martha Gilmartin, gallery director. Retail gallery, custom framing, restoration, appraisals, consultation. Estab. 1992. Represents 20+ artists/year. Mounts 6 shows/year. Average display time 3-4 weeks. Open all year; Monday through Saturday from 10 to 6, and by appointment. Located on the waterfront in the heart of the shopping district; 4,000 sq. ft.; 50% of space for contemporary artists, 25% for frame shop, 25% for The Jameson Estate Collection dealing later 19th- and 20th-century paintings, drawings and photographs. Most work sold at \$1,500 and up.

Exhibits B&W photography.

Terms Gallery provides insurance, promotion and contract; artist pays shipping costs. Prefers artwork unframed, but will judge on a case-by-case basis. Artist may buy framing contract with gallery.

Submissions Send CV and artist's statement, a sampling of images on a PC-compatible CD or Zip, and SASE if you would like the materials returned. "We will not open unsolicited e-mail attachments. We do view photographers' Web sites."

JHB GALLERY

26 Grove St., Suite 4C, New York NY 10014-5329. (212)255-9286. Fax: (212)229-8998. E-mail: info@jhbgallery.com. Web site: www.jhbgallery.com. Private art dealer and consultant. Estab. 1982. Gallery open by appointment only. Overall price range \$1,000-20,000. Most work sold at \$2,500-5,000.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides promotion.

Submissions "We accept submissions via Internet." Send query letter with résumé, CD, slides, artist's statement, reviews, SASE. Finds artists through submissions, portfolio reviews, art exhibits, art fairs, referrals by other curators.

STELLA JONES GALLERY

Bank One Center, 201 St. Charles, New Orleans LA 70170. (504)568-9050. Fax: (504)568-0840. E-mail: jones6941@aol.com. Web site: www.stellajones.com. **Contact:** Stella Jones. For-profit gallery. Estab. 1996. Approached by 40 artists/year; represents or exhibits 45 artists. Sponsors 1 photography exhibit/year. Average display time 6-8 weeks. Gallery open Monday through Friday from 11 to 6; Saturday from 12 to 5. Located on 1st floor of corporate 53-story office building downtown, 1 block from French Quarter. Overall price range \$500-150,000. Most work sold at \$5,000.

Exhibits Exhibits photos of babies/children/teens, multicultural, families, cities/urban, education, religious, rural.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides

insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Call to show portfolio of photographs, slides, transparencies. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides, SASE. Responds in 1 month. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

Tips "Photographers should be organized with good visuals."

JONSON GALLERY, UNIVERSITY OF NEW MEXICO

1909 Las Lomas NE, Albuquerque NM 87131-1416. (505)277-4967. Fax: (505)277-3188. E-mail: jonsong@unm.edu. Web site: www.unm.edu/~jonsong. Alternative space, museum, nonprofit gallery. Estab. 1950. Approached by 20-30 artists/year. Mounts exhibits that include photography. Sponsors 1 photography exhibit/year. Average display time 6 weeks. Gallery open Tuesday from 9 to 8 and Wednesday through Friday from 9 to 4. Closed Christmas through New Year's Day. Overall price range \$150-15,000.

Exhibits Interested in alternative process and avant garde.

Making Contact & Terms Artwork is accepted on consignment, and there is a 25% commission. Gallery normally provides insurance, promotion. Accepted work should be framed.

Submissions Write to arrange a personal interview to show portfolio of photographs, slides, transparencies, originals. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, SASE, slides. Responds in 1 week. Finds artists through word of mouth, art exhibits, submissions, referrals by other artists.

KEARON-HEMPENSTALL GALLERY

536 Bergen Ave., Jersey City NJ 07304. (201)333-8855. Fax: (201)333-8488. E-mail: suzann@khgallery.com. Web site: www.khgallery.com. **Contact:** Suzann McKiernan Anderson, director. Estab. 1980. Sponsors 1 exhibit/year. Average display time 1 month. Overall price range \$150-400.

Exhibits Interested in color and b&w prints.

Making Contact & Terms Charges 50% commission. Reviews transparencies. Accepted work should be mounted, matted work only. Requires exclusive representation locally. Send material by mail for consideration. Include SASE, résumé, exhibition listing, artist's statement and price of sold work. Responds in 1 month.

Tips "Be professional: have a full portfolio; be energetic and willing to assist with sales of your work."

KENT STATE UNIVERSITY SCHOOL OF ART GALLERIES

KSU, 201 Art Building, Kent OH 44242. (330)672-7853. Fax: (330)672-4279. E-mail: schoolofartgalleries@kent.edu. Web site: www.kent.edu/art. **Contact:** Anderson Turner, director of galleries. Sponsors at least 6 photography exhibits/year. Average display time 4 weeks.

Exhibits Interested in all types, styles and subject matter of photography. Photographer must present quality work.

Making Contact & Terms Photography can be sold in gallery. Charges 40% commission. Buys photography outright.

Submissions Will review transparencies. Write a proposal and send with slides/CD. Send material by mail for consideration; include SASE. Responds "usually in 4 months, but it depends on time submitted."

KIRCHMAN GALLERY

P.O. Box 115, 213 N. Nuget St., Johnson City TX 78636. (512)568-9290. E-mail: info@kirchmangallery.com. Web site: www.kirchmangallery.com. **Contact:** Susan Kirchman, owner/director. Art consultancy and for-profit gallery. Estab. 2005. Represents or exhibits 25 artists. Average display time 1 month. Sponsors 4 photography exhibits/year. Open Wednesday through Sunday from 11 to 6; any time by appointment. Located across from Johnson City's historic Courthouse Square in the heart of Texas hill country. Overall price range \$250-25,000. Most work sold at \$500-1,000.

Exhibits Exhibits photos of landscapes/scenics. Interested in alternative process, avant garde, fine art, large-scale archival giclée prints on canvas.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions "Send 20 digital-format examples of your work, along with a résumé and artist's statement."

ROBERT KLEIN GALLERY

38 Newbury St., Boston MA 02116. (617)267-7997. Fax: (617)267-5567. E-mail: inquiry@robertkleingallery.com. Web site: www.robertkleingallery.com. **Contact:** Robert L. Klein, owner. Estab. 1978. Sponsors 10 exhibits/year. Average display time 5 weeks. Overall price range \$1,000-200,000.

Exhibits Interested in fashion, documentary, nudes, portraiture, and work that has been fabricated to be photographs.

Making Contact & Terms Charges 50% commission. Buys photos outright. Accepted work should be unframed, unmounted, unmatte. Requires exclusive representation locally. Must be established a minimum of 5 years; preferably published.

Submissions "Send materials by e-mail or mail with SASE for consideration. Please allow *at least* 1 month for response."

ROBERT KOCH GALLERY

49 Geary St., San Francisco CA 94108. (415)421-0122. Fax: (415)421-6306. E-mail: info@kochgallery.com. Web site: www.kochgallery.com. For-profit gallery. Estab. 1979. Sponsors 6-8 photography exhibits/year. Average display time 2 months. Gallery open Tuesday through Saturday from 10:30 to 5:30.

Making Contact & Terms Artwork is accepted on consignment. Gallery provides insurance, promotion, contract. Requires West Coast or national representation.

Submissions Finds artists through publications, art exhibits, art fairs, referrals by other artists and curators, collectors, critics.

PAUL KOPEIKIN GALLERY

6150 Wilshire Blvd., Los Angeles CA 90048. (323)937-0765. Fax: (323)937-5974. E-mail: info@PaulKopeikinGallery.com. Web site: www.PaulKopeikinGallery.com. Estab. 1990. Sponsors 7-9 exhibits/year. Average display time 4-6 weeks.

Exhibits No restrictions on type, style or subject. "Multimedia considered."

Making Contact & Terms Charges 50% commission. Requires exclusive West Coast representation. "Must be highly professional. Quality and unique point of view also important."

Submissions Submit CDs or digital prints and support material; include SASE.

Tips "Don't waste people's time by showing work before you're ready to do so."

MARGEUX KURTIE MODERN ART AT THE ART HOTEL

39 Yerba Buena, P.O. Box 39, Cerrillos NM 87010. (505)473-2250. E-mail: mkmamadrid@att.net. Web site: www.mkmamadrid.com. **Contact:** Jill Alikas, director. For-profit gallery and art consultancy. Estab. 1996. Approached by 200 artists/year; represents or exhibits 13 artists. Sponsors 2 photography exhibits/year. Average display time 5 weeks. Gallery open Thursday through Tuesday from 11 to 5. Closed February. Located within a historic frontier village 35 miles outside of Santa Fe, 1,020 sq. ft. Overall price range \$350-15,000. Most work sold at \$2,800.

Exhibits Interested in avant garde, erotic, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally.

Submissions Web site lists criteria for review process. Mail portfolio for review. Send query letter with artist's statement, bio, résumé, reviews, SASE, slides, \$25 review fee (check payable to gallery). Finds artists through art fairs, art exhibits, portfolio reviews, referrals by other artists, submissions, word of mouth.

LA ART ASSOCIATION/GALLERY 825

825 N. La Cienega Blvd., Los Angeles CA 90069. (310)652-8272. Fax: (310)652-9251. Web site: www.laaa.org. **Contact:** Peter Mays, executive director. Artistic Director: Sinead Finnerty-Pyne. Estab. 1925. Sponsors 16 exhibits/year. Average display time 4-5 weeks. Sponsors openings. Overall price range \$200-5,000. Most work sold at \$600.

- Also displays exhibitions at LAAA South, The Mike Napoliello Gallery, 936 Hermosa Beach Ave., #105, Hermosa Beach CA 90254.

Exhibits Exhibits photography and work of all media. "Must go through membership screening conducted twice/year; contact the gallery for dates. Gallery offers group and solo shows." Interested in southern Californian artists—all media and avant garde, alternative process, fine art. Has annual "open" juried show open to all southern California artists. Call for prospectus.

Making Contact & Terms Charges 40% commission. Works are limited to 100 lbs.

Submissions Submit 2 pieces during screening date. Responds immediately following screening. Call for screening dates.

Tips "Bring work produced in the last 3 years."

LANDING GALLERY

7956 Jericho Turnpike, Woodbury NY 11797. (516)364-2787. Fax: (516)364-2786. **Contact:** Bruce Busko, president. For-profit gallery. Estab. 1985. Approached by 40 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 2-3 months. Two floors totalling 3,000 sq. ft., with 19-ft. ceilings. Overall price range \$100-12,000. Most work sold at \$1,500.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, rural, adventure, automobiles, entertainment. Interested in alternative process, avant garde, erotic, fine art, historical/vintage. Seeking photos "with hand color or embellishment."

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed. Requires exclusive representation locally.

Submissions Call to show portfolio. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides, SASE. Responds in 2 weeks. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

LE PETIT MUSEE@WILD SAGE

333 North St., Pittsfield MA 01201. E-mail: lepetitmusee1@aol.com. **Contact:** Sherry Steiner, director/owner. Art consultancy and for-profit gallery. Estab. 1992. Reopened in 2006. Approached by 50 artists/year; represents or exhibits 15 artists. Sponsors 5 photography exhibits/year. Open Wednesday through Sunday from 12 to 6.

Exhibits Will consider exhibiting photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, interiors/decorating, pets, rural, agriculture, industry, medicine, military, political, product shots/still life, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions Call or write to arrange a personal interview to show portfolio of photographs, slides, transparencies. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photographs, résumé, reviews. Responds in 2 weeks, only if interested. Finds artists through word of mouth, submissions, portfolio reviews, referrals by other artists.

ELIZABETH LEACH GALLERY

417 NW Ninth Ave., Portland OR 97209-3308. (503)224-0521. Fax: (503)224-0844. E-mail: art@elizabethleach.com. Web site: www.elizabethleach.com. **Contact:** Daniel Peabody, director. Sponsors 3-4 exhibits/year. Average display time 1 month. "The gallery has extended hours every first Thursday of the month for our openings." Overall price range \$300-5,000.

Exhibits Photographers must meet museum conservation standards. Interested in "high-quality concept and fine craftsmanship."

Making Contact & Terms Charges 50% commission. Accepted work should be framed or unframed, matted. Requires exclusive representation locally.

Submissions Not accepting submissions at this time.

LEEPA-RATTNER MUSEUM OF ART

P.O. Box 1545, 600 Klosterman Rd., Tarpon Springs FL 34688. (727)712-5762. Fax: (727)712-5223. E-mail: LRMA@spcollege.edu. Web site: www.spcollege.edu/museum. **Contact:** Lynn Whitelow, director. Museum. Estab. 2002. Open Tuesday through Saturday from 10 to 5; Thursday from 1 to 9; Sunday from 1 to 5. Located on the Tarpon Springs campus of St. Petersburg College.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers, disasters, environmental, landscapes/scenics, wildlife, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

LEHIGH UNIVERSITY ART GALLERIES

420 E. Packer Ave., Bethlehem PA 18015. (610)758-3619. Fax: (610)758-4580. E-mail: rv02@lehigh.edu. Web site: www.luag.org. **Contact:** Ricardo Viera, director/curator. Sponsors 5-8 exhibits/year. Average display time 6-12 weeks. Sponsors openings.

Exhibits Exhibits fine art/multicultural, Latin American. Interested in all types of works. The photographer should "preferably be an established professional."

Making Contact & Terms Reviews transparencies. Arrange a personal interview to show portfolio. Send query letter with SASE. Responds in 1 month.

Tips "Don't send more than 10 (top) slides, or CD."

LEWIS LEHR INC.

444 E. 86th St., New York NY 10028. (212)288-6765. **Contact:** Lewis Lehr, director. Estab. 1984. Private dealer. Overall price range \$50-5,000 plus. Most work sold at \$1,000.

Exhibits Exhibits FSA, Civil War camera work and European vintage.

Making Contact & Terms Buys vintage photos. No submissions accepted.

Tips Vintage American sells best. Sees trend toward "more color and larger" print sizes. To break in, "knock on doors."

DAVID LEONARDIS GALLERY

1346 N. Paulina St., Chicago IL 60622. (773)278-3058. E-mail: david@dlg-gallery.com. Web site: www.dlg-gallery.com. **Contact:** David Leonardis, owner. For-profit gallery. Estab. 1992. Approached by 100 artists/year; represents or exhibits 12 artists. Average display time 30 days. Gallery open Tuesday through Saturday from 12 to 7; Sunday from 12 to 6. "One big room, four big walls." Overall price range \$50-5,000. Most work sold at \$500.

Exhibits Exhibits photos of celebrities. Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides promotion. Accepted work should be framed.

Submissions E-mail to arrange a personal interview to show portfolio. Mail portfolio for review. Send query letter via e-mail. Responds only if interested. Finds artists through word of mouth, art exhibits, referrals by other artists.

Tips "Artists should be professional and easy to deal with."

THE LIGHT FACTORY

345 N. College St., Charlotte NC 28202. E-mail: ccamaroto@lightfactory.org. Web site: www.lightfactory.org. **Contact:** Crista Cammaroto, artistic director. Estab. 1972. Nonprofit contemporary museum of photography and film. Open Monday through Friday from 10 to 6; Saturday from 12 to 6; Sunday from 1 to 5.

Exhibits Interested in light-generated media (photography, video, film, digital art). Exhibitions often push the limits of photography as an art form and address political, social or cultural issues.

Making Contact & Terms Artwork is sold in the gallery. "Artists price their work." Charges 34% commission. Gallery provides insurance. "We do not represent artists, but present changing exhibitions." No permanent collection. Send query letter with résumé, slides/CDs, artist's statement, SASE. Responds in 4 months.

LIMITED EDITIONS & COLLECTIBLES

697 Haddon, Collingswood NJ 08108. (856)869-5228. E-mail: jdl697ltd@juno.com. Web site: www.ltdeditions.net. **Contact:** John Daniel Lynch, Sr., owner. For-profit online gallery. Estab. 1997. Approached by 24 artists/year; represents or exhibits 70 artists. Sponsors 20 photography exhibits/year. Overall price range \$100-3,000. Most work sold at \$450.

Exhibits Exhibits photos of landscapes/scenics, wildlife, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel. Interested in alternative process, documentary, erotic, fashion/glamour, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance, promotion, contract.

Submissions Call or write to show portfolio. Send query letter with bio, business card, résumé. Responds in 1 month. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

LIMNER GALLERY

123 Warren St., Hudson NY 12534. (845)688-5957. E-mail: slowart@aol.com. Web site: www.slowart.com. **Contact:** Trevor Pryce, director. Alternative space. Estab. 1987. Approached by 200-250 artists/year; represents or exhibits 90-100 artists. Sponsors 2 photography exhibits/year. Average display time 4 weeks. Open Wednesday through Sunday from 11 to 5. Closed January, July-August (weekends only). Located in the art and antiques center of the Hudson Valley. Exhibition space is 1,000 sq. ft.

Exhibits Interested in alternative process, avant garde, documentary, erotic, fine art, historical/vintage.

Submissions Artists should e-mail a link to their Web site; or download exhibition application at <http://www.slowart.com/prospectus>; or send query letter with artist's statement, bio, brochure or photographs/slides, SASE. Finds artists through submissions.

Tips "Artist's Web site should be simple and easy to view. Complicated animations and scripted design should be avoided, as it is a distraction and prevents direct viewing of the work. Not all galleries and art buyers have cable modems. The Web site should either work on a telephone line connection or two versions of the site should be offered—one for telephone, one for cable/high-speed Internet access."

LIZARDI/HARP GALLERY

P.O. Box 91895, Pasadena CA 91109. (626)791-8123. Fax: (626)791-8887. E-mail: lizardiharp@earthlink.net. **Contact:** Grady Harp, director. Estab. 1981. Sponsors 3-4 exhibits/year. Average display time 4-6 weeks. Overall price range \$250-1,500. Most work sold at \$500.

Exhibits Primarily interested in the figure. Also exhibits photos of celebrities, couples, religious, performing arts. "Must have more than one portfolio of subject, unique slant and professional manner." Interested in avant garde, erotic, fine art, figurative, nudes, "maybe" manipulated work, documentary and mood landscapes, both b&w and color.

Making Contact & Terms Charges 50% commission. Accepted work should be unframed, unmounted; matted or unmatted.

Submissions Submit portfolio for review. Send query letter by mail résumé, samples, SASE. Responds in 1 month.

Tips Include 20 labeled slides, résumé and artist's statement with submission. "Submit at least 20 images that represent bodies of work. I mix photography of figures, especially nudes, with shows on painting."

THE LOWE GALLERY

75 Bennett St., Space A-2, Atlanta GA 30309. (404)352-8114. E-mail: info@lowegallery.com. Web site: www.lowegallery.com. Estab. 1989. Sponsors 2-5 exhibits/year. Average display time 4-6 weeks. Overall price range \$500-10,000.

• Gallery also has location at 2034 Broadway, Santa Monica CA. (310)449-0184. Fax: (310)449-0194. E-mail: info@lowegallery-ca.com.

Exhibits Interested in psycho-spiritual and figurative photos.

Making Contact & Terms Accepted work should be framed. Requires exclusive representation locally.

Submissions Send material by mail for consideration. SASE. Responds in 1 month.

Tips "Know the aesthetic of the gallery before submitting."

THE LOWE GALLERY

2034 Broadway, Santa Monica CA 90404. (310)449-0184. Fax: (310)449-00194. E-mail: info@lowegallery.com. Web site: www.lowegallery.com. **Contact:** Laura Clemons, director. For-profit gallery. Approached by 300 artists/year; represents or exhibits approximately 67 artists. Average display time 4-6 weeks. Open Tuesday through Friday from 10 to 5:30; Saturday from 11 to 5:30. Closed Sunday and Monday. Exhibition space is 6,000 sq. ft. with great architectural details, such as 22-ft.-high ceilings. Exhibition spaces range from monumental to intimate.

Exhibits Exhibits photos of babies/children/teens, multicultural. Interested in alternative process, mixed media.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally.

Submissions Send query letter with artists's statement, bio, photographs, résumé, reviews, SASE. Finds artists through word of mouth, art exhibits, submissions, art fairs, portfolio reviews, referrals by other artists.

Tips "Look at the type of work that the gallery already represents, and make sure your work is an aesthetic fit first! Send lots of great images with dimensions and pricing."

LUX CENTER FOR THE ARTS

2601 N. 48th St., Lincoln NE 68504-3632. **Contact:** Tracy Shell, exhibition/education director. Nonprofit gallery. Estab. 1978. Represents or exhibits 60+ artists. Sponsors 3-4 photography exhibits/year. Average display time 1 month. Open Tuesday through Friday from 11 to 5; Saturday from 10 to 5.

Exhibits Exhibits photos of landscapes/scenics. Interested in alternative process, avant garde, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, slides or digital images on CD, SASE. Finds artists through referrals by other artists and through research.

Tips "To make your submission professional, you should have high-quality images (either slides or high-res digital images), cover letter, bio, résumé, artist's statement and SASE."

MACALESTER GALLERY

Janet Wallace Fine Arts Center, Macalester College, 1600 Grand Ave., St. Paul MN 55105. (651)696-6416. Fax: (651)696-6266. E-mail: fitz@macalester.edu. Web site: www.macalester.edu/gallery. **Contact:** Greg Fitz, curator. Nonprofit gallery. Estab. 1964. Approached by 15 artists/year; represents or exhibits 3 artists. Sponsors 1 photography exhibit/year. Average display time 4-5 weeks. Gallery open Monday through Friday from 10 to 4; weekends from 12 to 4. Closed major holidays, summer and school holidays. Located in the core of the Janet Wallace Fine Arts Center on the campus of Macalester College. Gallery is approx. 1,100 sq. ft. and newly renovated. Overall price range: \$200-1,000. Most work sold at \$350.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, rural. Interested in avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Gallery provides insurance. Accepted work should be framed, mounted, matted.

Submissions Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs,

résumé, reviews, SASE, slides. Responds in 3 weeks. Finds artists through word of mouth, portfolio reviews, referrals by other artists.

Tips "Photographers should present quality slides which are clearly labeled. Include a concise artist's statement. Always include a SASE. No form letters or mass mailings."

MACNIDER ART MUSEUM

303 Second St. SE, Mason City IA 50401. (641)421-3666. E-mail: perry@macniderart.org. Web site: www.macniderart.org. **Contact:** Sheila Perry, director. Nonprofit gallery. Estab. 1966. Represents or exhibits 1-10 artists. Sponsors 2-5 photography exhibits/year (1 is competitive for the county). Average display time 2 months. Gallery open Tuesday and Thursday from 9 to 9; Wednesday, Friday, Saturday from 9 to 5; Sunday from 1 to 5. Closed Monday. Overall price range \$50-2,500. Most work sold at \$200.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed.

Submissions Mail portfolio for review. Responds within 3 months, only if interested. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists. Exhibition opportunities: exhibition in galleries, presence in museum shop on consignment or booth at Festival Art Market in June.

MAIN AND THIRD FLOOR GALLERIES

Northern Kentucky University, Nunn Dr., Highland Heights KY 41099. (859)572-5148. Fax: (859)572-6501. E-mail: knight@nku.edu. Web site: www.nku.edu/~art/galleries.html. **Contact:** David J. Knight, director of collections and exhibitions. Estab. 1970. Approached by 30 artists/year; represents or exhibits 5-6 artists. Average display time 1 month. Gallery open Monday through Friday from 9 to 9; weekends by appointment. Closed between Fall and Spring semesters, university holidays. Main Gallery is 2,500 sq. ft.; Third Floor Gallery is 600 sq. ft. Overall price range \$25-3,000. Most work sold at \$500.

Making Contact & Terms Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Mail portfolio for review. Send query letter with artist's statement, résumé, reviews, SASE, slides, CD or JPEGs. Responds in 3 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

Tips "Submission guidelines, current exhibitions and complete information is available on our Web site."

THE MAIN STREET GALLERY

105 Main St., P.O. Box 161, Groton NY 13073. (607)898-9010. Web site: www.mainstreetgal.com. **Contact:** Adrienne Bea Smith, director. For-profit gallery and art consultancy. Estab. 2003. Exhibits 15 artists. Sponsors 1 photography exhibit/year. Average display time 5-6 weeks. Open Thursday through Saturday from 12 to 7; Sunday from 1 to 5. Closed January and February. Located in the village of Groton in the Finger Lakes Region of New York, 20 minutes from Ithaca; 900 sq. ft. Overall price range: \$120-5,000.

Exhibits Interested in fine art.

Terms Artwork is accepted on consignment, and there is a 40% commission. Gallery provides insurance, promotion and contract. Accepted work should be framed, mounted and matted. Requires exclusive representation locally.

Submissions Write to arrange a personal interview to show portfolio of photographs, slides. Send query letter with artist's statement, bio, brochure, photographs, résumé, reviews, slides/CD images, SASE. Responds to queries in 1 month, only if interested. Finds artists through art exhibits, portfolio reviews, referrals by other artists, submissions, word of mouth.

Tips After submitting materials, the artist will set an appointment to talk over work. Artists should send in up-to-date résumé and artist's statement.

MARKEIM ART CENTER

Lincoln Avenue and Walnut Street, Haddonfield NJ 08033. (856)429-8585. Fax: (856)429-8585. E-mail: markeim@verizon.net. Web site: www.markeimartcenter.org. **Contact:** Nancy Mansfield, executive director. Estab. 1956. Sponsors 10-11 exhibits/year. Average display time 4 weeks. "The exhibiting artist is responsible for all details of the opening." Overall price range \$75-1,000. Most work sold at \$350.

Exhibits Interested in all types work. Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, rural, adventure, automobiles, entertainment, performing arts, sports, travel, agriculture, product shots/still life. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal.

Making Contact & Terms Charges 30% commission. Accepted work should be framed, mounted or unmounted, matted or unmatted. "Artists from New Jersey and Delaware Valley region are preferred. Work must be professional and high quality."

Submissions Send slides by mail for consideration. Include SASE, résumé and letter of intent. Responds in 1 month.

Tips "Be patient and flexible with scheduling. Look not only for one-time shows, but for opportunities to develop working relationships with a gallery. Establish yourself locally and market yourself outward."

MARLBORO GALLERY

Prince George's Community College, 301 Largo Rd., Largo MD 20772-2199. (301)322-0965. Fax: (301)808-0418. E-mail: tberault@pgcc.edu. Web site: www.pgcc.edu. **Contact:** Tom Berault, gallery curator. Estab. 1976. Average display time 1 month. Overall price range \$50-2,000. Most work sold at \$75-350.

Exhibits Exhibits photos of celebrities, landscapes/scenics, wildlife, adventure, entertainment, events, travel. Interested in alternative process, avant garde, fine art. Not interested in commercial work.

Making Contact & Terms "We do not take commission on artwork sold." Accepted work must be framed.

Submissions "We are looking for fine art photos; we need 10-20 to make assessment. Reviews are done every 6 months. We prefer to receive submissions February through April." Send query letter with résumé, slides, photographs, artist statement, bio and SASE. Responds in 1 month.

Tips "Send examples of what you wish to display, and explanations if photos do not meet normal standards (i.e., in focus, experimental subject matter)."

MASUR MUSEUM OF ART

1400 S. Grand St., Monroe LA 71202. (318)329-2237. Fax: (318)329-2847. E-mail: masur@ci.monroe.la.us. Web site: www.ci.monroe.la.us/masurmuseum.php. **Contact:** Sue Prudhomme, director. Estab. 1963. Approached by 500 artists/year; represents or exhibits 150 artists. Sponsors 2 photography exhibits/year. Average display time 2 months. Museum open Tuesday through Thursday from 9 to 5; Friday through Sunday from 2 to 5. Closed Mondays, between exhibitions and on major holidays. Located in historic home, 3,000 sq. ft. Overall price range \$100-12,000. Most work sold at \$300.

Exhibits Exhibits photos of babies/children/teens, celebrities, environmental, landscapes/scenics. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 20% commission. Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Send query letter with artist's statement, bio, résumé, reviews, slides, SASE. Responds in 6 months. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

THE MAYANS GALLERY LTD.

601 Canyon Rd., Santa Fe NM 87501. (505)983-8068. Fax: (505)982-1999. E-mail: arte2@aol.com. Web site: www.artnet.com/mayans.html. **Contact:** Ernesto Mayans, director. Estab. 1977. Publishes books, catalogs and portfolios. Overall price range \$200-5,000.

Making Contact & Terms Charges 50% commission. Consigns. Requires exclusive representation within area.

Submissions Size limited to 11 x 20 maximum. Arrange a personal interview to show portfolio. Send query by mail with SASE for consideration. Responds in 2 weeks.

Tips "Please call before submitting."

MCDONOUGH MUSEUM OF ART

Youngstown State University, 525 Wick Ave., Youngstown OH 44555-1400. (330)941-1400. E-mail: labrothers@ysu.edu. Web site: www.fpa.ysu.edu. **Contact:** Leslie Brothers, director. A center for contemporary art, education and community. The museum supports student and faculty work through exhibitions, collaborations, courses and ongoing discussion. Estab. 1991.

Submissions Send exhibition proposal.

MESA CONTEMPORARY ARTS AT MESA ARTS CENTER

1 E. Main St., P.O. Box 1466, Mesa AZ 85211-1466. (480)644-6560. Fax: (480)644-6576. E-mail: patty.haberman@mesaartscenter.com. Web site: www.mesaartscenter.com. **Contact:** Patty Haberman, curator. Not-for-profit art space. Estab. 1980.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, interiors/decorating, rural, adventure, automobiles, entertainment, events, performing arts, travel, industry, political, science, technology/computers. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal, and contemporary photography.

Making Contact & Terms Charges \$25 entry fee, 25% commission.

Submissions "Please view our online prospectus for further info, or contact Patty Haberman at (480)644-6561."

Tips "We do invitational or national juried exhibits. Submit professional-quality slides."

THE MEXICAN MUSEUM

Fort Mason Center, Bldg. D, San Francisco CA 94123. (415)202-9700. Fax: (415)441-7683. Web site: www.mexicanmuseum.org. **Contact:** Curator. Museum. Estab. 1975. Represents or exhibits 4 artists. Sponsors 1 photography exhibit every 3 years. Average display time 3 months. The Mexican Museum is no longer hosting exhibitions onsite; it is collaborating with other galleries and museums to hold exhibitions. The gallery plans to relocate and reopen in 2007.

Exhibits Interested in fine art. *Presents or sponsors only Latino artists.*

Submissions Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides. Responds within 6 months, only if interested.

R. MICHELSON GALLERIES

132 Main St., Northampton MA 01060. (413)586-3964. Fax: (413)587-9811. E-mail: RM@RMichelson.com. Web site: www.RMichelson.com. **Contact:** Richard Michelson, owner and president. Estab. 1976. Sponsors 1 exhibit/year. Average display time 6 weeks. Sponsors openings. Overall price range \$1,200-5,000.

Exhibits Interested in contemporary, landscape and/or figure work.

Making Contact & Terms Sometimes buys photos outright. Accepted work can be framed or unframed, mounted or unmounted, matted or unmatted. Requires exclusive representation locally. Not taking on new photographers at this time.

MILL BROOK GALLERY & SCULPTURE GARDEN

236 Hopkinton Rd., Concord NH 03301. (603)226-2046. E-mail: artsculpt@mindspring.com. Web site: www.themillbrookgallery.com. For-profit gallery. Estab. 1996. Exhibits 70 artists. Sponsors 1 photography exhibit/year. Average display time 6 weeks. Gallery open Tuesday through Saturday from 11 to 5, April 1 to December 24; open by appointment December 25 to March 31. Outdoor juried sculpture exhibit. Three rooms inside for exhibitions, 1,800 sq. ft. Overall price range \$8-30,000. Most work sold at \$500-1,000.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, matted.

Submissions Write to arrange a personal interview to show portfolio of photographs, slides. Send query letter with artist's statement, bio, photocopies, photographs, résumé, slides, SASE. Responds within 1 month, only if interested. Finds artists through word of mouth, submissions, art exhibits, referrals by other artists.

PETER MILLER GALLERY

118 N. Peoria St., Chicago IL 60607. (312)226-5291. Fax: (312)226-5441. E-mail: director@petermillergallery.com. Web site: www.petermillergallery.com. **Contact:** Peter Miller and Natalie R. Domchenko, directors. Estab. 1979. Gallery is 3,500 sq. ft. with 12-ft. ceilings. Overall price range \$1,000-40,000. Most work sold at \$5,000.

Exhibits Painting, sculpture, photography and new media.

Making Contact & Terms Charges 50% commission. Accepted work can be framed or unframed, mounted or unmounted, matted or unmatted. Requires exclusive representation locally.

Submissions Send 20 slides of your most recent work with SASE. Responds in 2 weeks.

Tips "We look for work we haven't seen before; i.e., new images and new approaches to the medium."

MOBILE MUSEUM OF ART

4850 Museum Dr., Mobile AL 36608. (251)208-5200. Fax: (251)208-5201. Web site: www.mobilemuseumofart.com. **Contact:** Tommy McPherson, director. Estab. 1964. Sponsors 4 exhibits/year. Average display time 3 months. Sponsors openings; provides light hors d'oeuvres and wine.

Exhibits Open to all types and styles.

Making Contact & Terms Photography sold in gallery. Charges 20% commission. Occasionally buys photos outright. Accepted work should be framed.

Submissions Arrange a personal interview to show portfolio; send material by mail for consideration. Returns material when SASE is provided "unless photographer specifically points out that it's not required."

Tips "We look for personal point of view beyond technical mastery."

MONTEREY MUSEUM OF ART

559 Pacific St., Monterey CA 93940. (831)372-5477. Fax: (831)372-5680. E-mail: info@montereyart.org. Web site: www.montereyart.org. **Contact:** E. Michael Whittington, executive director. Estab. 1969. Sponsors 3-4 exhibits/year. Average display time approximately 10 weeks. Open Wednesday through Saturday from 11 to 5; Sunday from 1 to 4.

- 2nd location: 720 Via Miranda, Monterey CA 93940; (831)372-3689.

Exhibits Interested in all subjects.

Making Contact & Terms Accepted work should be framed.

Submissions Send slides by mail for consideration; include SASE. Responds in 1 month.

Tips "Send 20 slides and résumé at any time to the attention of the museum curator."

DENNIS MORGAN GALLERY

2011 Tracy Ave., Kansas City MO 64108-2913. (816)842-8755. Fax: (816)842-3376. **Contact:** Dennis Morgan, director. Estab. 1969. Sponsors 1-2 exhibits/year. Average display time 4-6 weeks. Overall price range \$250-5,000.

Submissions Reviews transparencies. Submit portfolio for review. Send material by mail for consideration; include SASE. Responds in 3 months.

MULTIPLE EXPOSURES GALLERY

105 N. Union St., #312, Alexandria VA 22314-3217. (703)683-2205. E-mail: facph@starpower.net; exposures@starpower.net. Web site: www.torpedofactory.org. **Contact:** Karen Keating, president. Cooperative gallery. Estab. 1986. Represents or exhibits 14 artists. Sponsors 12 photography exhibits/year. Average display time 1 month. Open daily from 11 to 5. Closed on 5 major holidays throughout the year. Located in Torpedo Factory Art Center; 10-ft. walls with about 40 ft. of running wall space; 1 bin for each artist's matted photos, up to 24×24 in size with space for 10-20 pieces.

Exhibits Exhibits photos of children, couples, multicultural, landscapes/scenics, architecture, beauty, cities/urban, religious, rural, adventure, automobiles, events, travel, buildings. Interested in alternative process, documentary, fine art. Other specific subjects/processes: "We have on display roughly 300 images that run the gamut from platinum and older alternative processes through digital capture and output."

Making Contact & Terms There is a co-op membership fee, a time requirement, a rental fee and a 15% commission. Accepted work should be matted. *Accepts only artists from Washington, DC, region.* Accepts only photography. "Membership is by jury of active current members. Membership is limited to 14. Jurying for membership is only done when a space becomes available; on average, 1 member is brought in about every 2 years."

Submissions Send query letter with SASE to arrange a personal interview to show portfolio of photographs, slides. Responds in 2 months. Finds artists through word of mouth, referrals by other artists, ads in local art/photography publications.

Tips "Have a unified portfolio of images mounted and matted to archival standards."

MUSEO DE ARTE DE PONCE

P.O. Box 9027, Ponce PR 00732-9027. (787)848-0505. Fax: (787)841-7309. E-mail: chartup@museoarteponce.org. Web site: www.museoarteponce.org. **Contact:** Cheryl Hartup, chief curator. Museum. Estab. 1961. Approached by 50 artists/year; represents or exhibits 5 artists. Sponsors 1 photography exhibit/year. Gallery open Monday through Sunday from 10 to 5. Closed New Year's Day, Good Friday and Christmas day.

Exhibits Interested in avant garde, fine art.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, résumé, reviews, slides. Responds in 3 months. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists, research.

MUSEO ITALOAMERICANO

Fort Mason Center, Bldg. C, San Francisco CA 94123. (415)673-2200. Fax: (415)673-2292. E-mail: sfmuseo@sbcglobal.net. Web site: www.museoitaloamericano.org. **Contact:** Susan Filippo, administrator. Museum. Estab. 1978. Approached by 80 artists/year; exhibits 15 artists. Sponsors 1 photography exhibit/year (depending on the year). Average display time 2-3 months. Gallery open Wednesday through Sunday from 12 to 4; Monday and Tuesday by appointment. Closed major holidays. Gallery is located in the San Francisco Marina District, with a beautiful view of the Golden Gate Bridge, Sausalito, Tiburon and Alcatraz; 3,500 sq. ft. of exhibition space.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, architecture, cities/urban, education, religious, rural, entertainment, events, food/drink, hobbies, humor, performing arts, sports, travel, product shots/still life. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms "The museum rarely sells pieces. If it does, it takes 20% of the sale." Museum provides insurance, promotion. Accepted work should be framed, mounted, matted. *Accepts only Italian or Italian-American artists.*

Submissions Call or write to arrange a personal interview to show portfolio of photographs, slides, catalogs. Send query letter with artist's statement, bio, brochure, photographs, résumé, reviews, slides, SASE. Responds in 2 months. Finds artists through word of mouth, submissions.

Tips “Photographers should have good, quality reproduction of their work with slides, and clarity in writing their statements and résumés. Be concise.”

MUSEUM OF CONTEMPORARY ART SAN DIEGO

700 Prospect St., La Jolla CA 92037. (858)454-3541. Fax: (858)454-6985. Second location: 1001 Kettner Blvd., San Diego CA 92101. (619)234-1001. E-mail: info@mcasd.org. Web site: www.mcasd.org. **Contact:** Curatorial Department. Museum. Estab. 1941. Open Monday through Sunday from 11 to 5 (both locations), Thursday until 7 (La Jolla only). Closed Wednesday and during installation (both locations).

Exhibits Exhibits photos of families, architecture, education. Interested in avant garde, documentary, fine art.

Submissions See Artist Proposal Guidelines at www.mcasd.org/information/proposals.asp.

MUSEUM OF CONTEMPORARY PHOTOGRAPHY, COLUMBIA COLLEGE CHICAGO

600 S. Michigan Ave., Chicago IL 60605-1996. (312)663-5554. Fax: (312)344-8067. E-mail: mocp@colum.edu. Web site: www.mocp.org. **Contact:** Rod Slemmons, director. Associate Director: Natasha Egan. Estab. 1984. “We offer our audience a wide range of provocative exhibitions in recognition of photography’s roles within the expanded field of imagemaking.” Sponsors 6 main exhibits and 4-6 smaller exhibits/year. Average display time 2 months.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, environmental, landscapes/scenics, architecture, cities/urban, rural, humor, performing arts, agriculture, medicine, political, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, photojournalism, commercial, technical/scientific, video. “All high-quality work considered.”

Submissions Reviews portfolios, transparencies, images on CD. Interested in reviewing unframed work only, matted or unmatted. Submit portfolio for review; include SASE. Responds in 2-3 months. No critical review offered.

Tips “Professional standards apply; only very high-quality work considered.”

MUSEUM OF PHOTOGRAPHIC ARTS

1649 El Prado, Balboa Park, San Diego CA 92101. (619)238-7559. Fax: (619)238-8777. E-mail: info@mopa.org. Web site: www.mopa.org. **Contact:** Deborah Klochko, director. Curator of Photography: Carol McCusker. Estab. 1983. Sponsors 12 exhibits/year. Average display time 3 months.

Exhibits Interested in 19th-century to contemporary photography.

Making Contact & Terms “The criteria is simply that the photography be the finest and most interesting in the world, relative to other fine art activity. MoPA is a museum and therefore does not sell works in exhibitions.” Exhibition schedules planned 2-3 years in advance. Holds a private Members’ Opening Reception for each exhibition.

Submissions “For space, time and curatorial reasons, there are few opportunities to present the work of newer, lesser-known photographers.” Send an artist’s statement and a résumé with a portfolio (unframed photographs), slides or CD-ROM. Files are kept on contemporary artists for future reference. Send return address and postage if you wish your work returned. Responds in 2 months.

Tips “Exhibitions presented by the museum represent the full range of artistic and journalistic photographic works. There are no specific requirements. The executive director and curator make all decisions on works that will be included in exhibitions. There is an enormous stylistic diversity in the photographic arts. The museum does not place an emphasis on one style or technique over another.”

MUSEUM OF PRINTING HISTORY

1324 W. Clay, Houston TX 77019. (713)522-4652. Fax: (713)522-5694. Web site: www.printingmuseum.org. **Contact:** Ann Kasman, executive director. Estab. 1982. Represents or exhibits 4-12 artists. Sponsors 1-12 photography exhibits/year. Average display time 6-16 weeks. Gallery open Tuesday through Saturday from 10 to 5. Closed 4th of July, Thanksgiving, Christmas Eve, Christmas, New Year’s Eve/Day. Three rotating exhibit galleries. Overall price range \$10-1,500.

Exhibits Exhibits photos of multicultural, landscapes/scenics, architecture, cities/urban, rural. Interested in alternative process, documentary.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance. Accepted work should be mounted, matted.

Submissions Write to arrange a personal interview to show portfolio of photographs, slides. Mail portfolio for review. Send query letter with artist’s statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides, SASE. Responds within 2 months, only if interested. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

Tips “Check our Web site for Sunday hours, e-mail addresses and additional info.”

MUSEUM OF THE PLAINS INDIAN

P.O. Box 410, Browning MT 59417. (406)338-2230. Fax: (406)338-7404. E-mail: mpi@3rivers.net. Web site: www.iacb.doi.gov/museums/museum_plains.html. **Contact:** David Dragonfly, curator. Estab. 1941. Open daily from 9 to 4:45 (June-September); Monday through Friday from 10 to 4:30 (October-May). Admission is free of charge October-May. Contact for additional information.

MYTHGALLERY.COM

B. Georgiou 37, Thessaloniki 54640 Greece. (30)(694)422-0890. E-mail: mythgallery@mythgallery.com. Web site: www.mythgallery.com. **Contact:** Semitsoglou Ioannis, director. Online gallery. Estab. 2004.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission.

Submissions E-mail 5-25 JPEG files as attachments (approximately 100K), uniformly sized, with artist's bio. Responds in 3 weeks.

Tips "Visit Web site for submission guidelines. Acceptance of work is through review."

NEVADA MUSEUM OF ART

160 W. Liberty St., Reno NV 89501. (775)329-3333. Fax: (775)329-1541. E-mail: art@nevadaart.org. Web site: www.nevadaart.org. **Contact:** Ann Wolfe, curator. Estab. 1931. Sponsors 12-15 exhibits/year in various media. Average display time 2-3 months.

Submissions Send portfolio with slides.

Tips "The Nevada Museum of Art is a private, nonprofit institution dedicated to providing a forum for the presentation of creative ideas through its collections, education programs, exhibitions and community outreach."

NEW GALLERY/THOM ANDRIOLA

2627 Colquitt, Houston TX 77098-2117. (713)520-7053. Fax: (713)520-1145. E-mail: newgallery@sprynet.com. Web site: www.newgallery.net. **Contact:** Thom Andriola, director. For-profit gallery. Estab. 1979. Represents or exhibits 22 artists/year. Sponsors 1 photography exhibit/year. Average display time 1 month. Open Tuesday through Saturday from 11 to 5.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally.

NEW GROUNDS GALLERY

3812 Central Ave. SE, 100B, Albuquerque NM 87108. E-mail: newgrounds@earthlink.net. Web site: www.newgrounds.com. **Contact:** Regina Held, director. For-profit gallery. Estab. 1996. Represents or exhibits 60 artists. Average display time 1 month. Open Wednesday through Sunday from 9 to 5; Tuesday from 10 to 4. Located in shopping district; 4,000 sq. ft. Overall price range \$100-10,000. Most work sold at \$300.

Exhibits Interested in fine art; photogravure and nonsilver processes.

Submissions Call or write to arrange a personal interview to show portfolio of slides, digital images. Send query letter with artist's statement, bio, photographs, reviews. Responds only if interested. Finds artists through submissions, art fairs, referrals by other artists.

Tips "An artist's statement is a must; no longer than one page. Omit all 'fillers' from bio."

NEW MEXICO STATE UNIVERSITY ART GALLERY

MSC 3572, NMSU, P.O. Box 30001, Las Cruces NM 88001-8003. (505)646-2545. Fax: (506)646-8036. E-mail: artgry@nmsu.edu. Web site: www.nmsu.edu/~artgal. **Contact:** Mary Anne Redding, director. Museum. Estab. 1969. Average display time 2-3 months. Gallery open Tuesday through Friday from 10 to 5; Saturday and Sunday from 1 to 5. Closed Christmas through New Year's Day and university holidays. See Web site for summer hours. Located on university campus, 3,900 sq. ft. of exhibit space.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance, promotion, contract. Accepted work should arrive ready to install.

Submissions Send query letter with artist's statement, bio, brochure, résumé, slides, SASE. Responds in 6 months.

NEW ORLEANS MUSEUM OF ART

P.O. Box 19123, City Park, New Orleans LA 70179. (504)658-4110. Fax: (504)658-4199. E-mail: smaklansky@no.ma.org. Web site: www.noma.org. **Contact:** Steven Maklansky, curator of photography. Collection estab. 1973. Sponsors exhibits continuously. Average display time 1-3 months.

Exhibits Interested in all types of photography.

Making Contact & Terms Buys photography outright; payment negotiable. "Current budget for purchasing

contemporary photography is very small." Sometimes accepts donations from established artists, collectors or dealers.

Submissions Send query letter with color photocopies (preferred) or slides, résumé, SASE. Accepts images in digital format; submit via Web site. Responds in 3 months.

Tips "Send thought-out images with originality and expertise. Do not send commercial-looking images."

NICOLAYSEN ART MUSEUM & DISCOVERY CENTER

400 E. Collins Dr., Casper WY 82601. (307)235-5247. Fax: (307)235-0923. E-mail: info@thenic.org. Web site: www.thenic.org. **Contact:** Holly Turner, executive director. Director of Exhibitions and Programming: Ben Mitchell. Estab. 1967. Sponsors 10 exhibits/year. Average display time 3-4 months. Sponsors openings. Overall price range \$250-1,500.

Exhibits Work must demonstrate artistic excellence and be appropriate to gallery's schedule. Interested in all subjects and media.

Making Contact & Terms Charges 40% commission.

Submissions Send material by mail for consideration (slides, résumé/CV, proposal); include SASE. Responds in 1 month.

☐ NORTHWEST ART CENTER

500 University Ave. W., Minot ND 58707. (701)858-3264. Fax: (701)858-3894. E-mail: nac@minotstateu.edu. Web site: www.misu.nodak.edu/nac. **Contact:** Avis Veikley, director. Estab. 1976. Sponsors 18-20 exhibits/year. Average display time 1 month. Northwest Art Center consists of 2 galleries: Hartnett Hall Gallery and the Library Gallery. Overall price range \$50-2,000. Most work sold at \$800 or less.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, architecture, cities/urban, education, gardening, pets, religious, rural, adventure, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, military. Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Charges 30% commission. Accepted work should be framed.

Submissions Send material by mail with SASE or e-mail for consideration. Responds within 3 months.

☐ NORTHWESTERN UNIVERSITY DITTMAR MEMORIAL GALLERY

1999 S. Campus Dr., Evanston IL 60208. (847)491-2348. Fax: (847)491-4333. E-mail: dittmargallery@northwestern.edu. Web site: www.norris.northwestern.edu/nbsm_dittmar.php. **Contact:** Gallery Coordinator. Nonprofit gallery. Estab. 1972. Approached by 30 artists/year; represents or exhibits more than 10 artists. Sponsors 1-2 photography exhibits/year. Average display time 6 weeks. Gallery open daily from 10 to 10. Closed December. The gallery is located within the Norris Student Center on the main floor behind the information desk.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, adventure, automobiles, entertainment, events, food/drink, health/fitness, hobbies, humor, performing arts, sports, travel. Interested in avant garde, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 20% commission. Gallery provides promotion, contract. Accepted work should be mounted.

Submissions Mail portfolio for review. Send query letter with 10-15 slides, artist's statement, brochure, résumé, reviews. Responds in 3 months. Finds artists through word of mouth, submissions, referrals by other artists.

Tips "Do not send photocopies. Send a typed letter, good photos or color photocopies. Send résumé of past exhibits, or if emerging, a typed statement."

☐ THE NOYES MUSEUM OF ART

733 Lily Lake Rd., Oceanville NJ 08231. (609)652-8848. Fax: (609)652-6166. E-mail: info@noyesmuseum.org. Web site: www.noyesmuseum.org. **Contact:** A.M. Weaver, curator. Estab. 1983. Sponsors 10-12 exhibits/year. Average display time 12 weeks.

Exhibits Interested in alternative process, avant garde, fine art, historical/vintage.

Making Contact & Terms Charges 30% commission. Accepted work must be ready for hanging, preferably framed. Infrequently buys photos for permanent collection.

Submissions Any format OK for initial review. Send material by mail for consideration; include résumé, artist's statement, slide samples or CD.

Tips "Send challenging, cohesive body of work. May include photography and mixed media."

O.K. HARRIS WORKS OF ART

383 W. Broadway, New York NY 10012. (212)431-3600. Fax: (212)925-4797. E-mail: okharris@okharris.com. Web site: www.okharris.com. **Contact:** Ivan C. Karp, director. Estab. 1969. Sponsors 3-8 exhibits/year. Average

display time 1 month. Gallery open Tuesday through Saturday from 10 to 6. Closed August and from December 25 to January 1. Overall price range \$350-3,000.

Exhibits Exhibits photos of cities/urban, events, rural. "The images should be startling or profoundly evocative. No rocks, dunes, weeds or nudes reclining on any of the above or seascapes." Interested in urban and industrial subjects, "cogent photojournalism," documentary.

Making Contact & Terms Charges 50% commission. Accepted work should be matted and framed.

Submissions Appear in person, no appointment. Responds immediately.

Tips "Do not provide a descriptive text."

OAKLAND UNIVERSITY ART GALLERY

(formerly Meadow Brook Art Gallery), 208 Wilson Hall, Oakland University, Rochester MI 48309-4401. (248)370-3005. Fax: (248)370-4208. E-mail: goody@oakland.edu. Web site: www.oakland.edu/ouag. **Contact:** Dick Goody, director. Nonprofit gallery. Estab. 1962. Approached by 10 artists/year; represents 10-25 artists/year. Sponsors 6 exhibits/year. Average display time 4-5 weeks. Open September-May: Tuesday through Sunday from 12 to 5; evenings during special events and theater performances (Wednesday through Friday from 7 through 1st intermission, weekends from 5 through 1st intermission). Closed Monday, holidays and June-August. Located on the campus of Oakland University; exhibition space is approximately 2,350 sq. ft. of floor space, 301-ft. linear wall space, with 10-ft. 7-in. ceiling. The gallery is situated across the hall from the Meadow Brook Theatre. "We do not sell work, but do make available price lists for visitors with contact information noted for inquiries."

Exhibits Considers all styles and all types of prints and media.

Making Contact & Terms Charges no commission. Gallery provides insurance, promotion and contract. Accepted work should be framed, mounted, matted. No restrictions on representation; however, prefers emerging Detroit artists.

Submissions E-mail bio, education, artist's statement and JPEG images. Mail portfolio for review. Send query letter with artist's statement, bio, photocopies, résumé, slides. Returns material with SASE. Responds to queries in 1-2 months. Finds artists through referrals by other artists, word of mouth, art community, advisory board and other arts organizations.

OPALKA GALLERY

The Sage Colleges, 140 New Scotland Ave., Albany NY 12208. (518)292-7742. Fax: (518)292-1903. E-mail: opalka@sage.edu. Web site: www.sage.edu/sca/opalkagallery.com. **Contact:** Jim Richard Wilson, director. Nonprofit gallery. Estab. 2002. "The Opalka Gallery replaced Rathbone Gallery, which served The Sage Colleges for 25 years." Approached by 90-120 artists/year; represents or exhibits approximately 24 artists. Average display time 5 weeks. Open Monday through Friday from 10 to 4:30; Monday through Thursday evenings from 6 to 8; Sunday from 12 to 4. Open by appointment only between exhibitions and when classes are not in session. "Located on the Sage Albany campus, the Opalka's primary concentration is on work by professional artists from outside the region. The gallery frequently features multidisciplinary projects and hosts poetry readings, recitals and symposia, often in conjunction with its exhibitions. The 7,400-sq.-ft. facility includes a vaulted gallery and a 75-seat lecture/presentation hall with Internet connectivity." Overall price range \$50-260,000.

Exhibits Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment; there is no commission. "We primarily accept artists from outside our region and those who have ties to The Sage Colleges. We host the local 'Photography Regional' every three years." Requires exclusive representation locally.

Submissions Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, reviews, slides, SASE. Or e-mail pertinent information. Finds artists through word of mouth, art exhibits, submissions, portfolio reviews, referrals by other artists.

Tips "Submit all correspondence in a professional manner. Include an artist's statement, bio, reviews, and any pertinent information with visuals of your work (slides, CD, etc.)."

OPENING NIGHT GALLERY

2836 Lyndale Ave. S., Minneapolis MN 55408-2108. (612)872-2325. Fax: (612)872-2385. E-mail: deen@onframe-art.com. Web site: www.onframe-art.com. **Contact:** Deen Braathen. Rental gallery. Estab. 1975. Approached by 40 artists/year; represents or exhibits 15 artists. Sponsors 1 photography exhibit/year. Average display time 6-10 weeks. Gallery open Monday through Friday from 8:30 to 5; Saturday from 10:30 to 4. Overall price range \$300-12,000. Most work sold at \$2,500.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed "by our frame shop." Requires exclusive representation locally.

Submissions Mail slides for review. Send query letter with artist's statement, bio, résumé, slides, SASE. Responds in 2 months. Finds artists through word of mouth, submissions, portfolio reviews.

ORGANIZATION OF INDEPENDENT ARTISTS

19 Hudson St., Suite 402, New York NY 10013. (212)219-9213. Fax: (212)219-9216. E-mail: oiaonline@surfbest.net. Web site: www.oiaonline.org. **Contact:** Program Director. Estab. 1976. Sponsors several exhibits/year. Average display time 4-6 weeks.

- OIA is a nonprofit organization that helps sponsor group exhibitions at the OIA office and in public spaces throughout New York City.

Exhibits Interested in fine art.

Making Contact & Terms Membership is \$75/year.

Submissions Submit slides or CD with proposal. "Write, e-mail or visit Web site for information on membership. If request is by mail, please include a SASE."

Tips "It is not required to be a member to submit a proposal, but interested photographers may want to become OIA members to be included in OIA's active artists registry that is used regularly by curators and artists. You must be a member to have your work in the registry but *not* to be considered for exhibits at OIA's Gallery 402 or public spaces."

ORLANDO GALLERY

18376 Ventura Blvd., Tarzana CA 91356. (818)705-5368. E-mail: Orlando2@Earthlink.net. **Contact:** Robert Gino and Don Grant, directors. Estab. 1958. Average display time 1 month. Overall price range \$200-1,200. Most work sold at \$600-800.

Exhibits Interested in photography demonstrating "inventiveness" on any subject. Exhibits photos of environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, religious, rural, adventure, automobiles, entertainment, performing arts, travel, agriculture, product shots/still life. Interested in avant garde, erotic, fashion/glamour, fine art, historical/vintage.

Making Contact & Terms Charges 50% commission. There is a rental fee for space: \$50/month; \$600/year. Requires exclusive representation in area.

Submissions Send query letter with résumé. Send material by mail with SASE for consideration. Accepts images in digital format. Framed work only. Responds in 1 month.

Tips Make a good presentation. "Make sure that personality is reflected in images. We're not interested in what sells the best—just good photos."

OXYGEN GALLERY

P.O. Box 50797, Thessaloniki 54014 Greece. (30)(694)425-7125. E-mail: info@oxygengallery.com. Web site: www.oxygengallery.com. **Contact:** Giannis Angelou, owner. Online commercial gallery. Estab. 2004.

Exhibits Interested in concept and unusual images. Opportunities for additional portfolio showcases.

Making Contact & Terms Charges 50% commission.

Submissions Send query letter with résumé, credits, samples in digital media plus printed index. Submission guidelines provided on Web site. Accepts digital submissions only.

Tips "Study the images on the Web site and the information provided. We opt for a few very unique images rather than large numbers of images. Follow your most creative spirit."

PALO ALTO ART CENTER

1313 Newell Rd., Palo Alto CA 94303. (650)329-2366. Fax: (650)326-6165. E-mail: artcenter@cityofpaloalto.org. Web site: www.cityofpaloalto.org/artcenter. **Contact:** Exhibitions Dept. Estab. 1971. Average display time 1-3 months. Open Tuesday through Saturday from 10 to 5; Sunday from 1 to 5. Sponsors openings.

Exhibits "Exhibit needs vary according to curatorial context." Seeks "imagery unique to individual artist. No standard policy. Photography may be integrated in group exhibits." Interested in alternative process, avant garde, fine art; emphasis on art of the Bay Area.

Submissions Send slides/CD, bio, artist's statement, SASE.

PARKLAND ART GALLERY

2400 W. Bradley Ave., Champaign IL 61821. (217)351-2485. Fax: (217)373-3899. E-mail: lcostello@parkland.edu. Web site: www.parkland.edu/gallery. **Contact:** Lisa Costello, director. Nonprofit gallery. Estab. 1980. Approached by 30 artists/year; represents or exhibits 9 artists. Average display time 4-5 weeks. Open Monday through Friday from 10 to 3; Saturday from 12 to 2. Closed college and official holidays. Overall price range \$100-5,000. Most work sold at \$300.

Exhibits Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, résumé, reviews, slides, SASE. Responds in 4 months. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

LEONARD PEARLSTEIN GALLERY

The Antoinette Westphal College of Media Arts & Design, Drexel University, 33rd and Market Streets, Philadelphia PA 19104. (215)895-2548. Fax: (215)895-4917. E-mail: galler@drexel.edu. Web site: www.drexel.edu/academics/comad/gallery. **Contact:** Ephraim Russell, director. Nonprofit gallery. Estab. 1986. Sponsors 8 total exhibits/year; 1 or 2 photography exhibits/year. Average display time 1 month. Open Monday through Friday from 11 to 5. Closed during summer.

Making Contact & Terms Artwork is bought outright. Gallery takes 20% commission. Gallery provides insurance, promotion. Accepted work should be framed, mounted, matted. "We will not pay transport fees."

Submissions Write to arrange a personal interview to show portfolio. Send query letter with artist's statement, bio, résumé, SASE. Returns material with SASE. Responds by February, only if interested. Finds artists through referrals by other artists, academic instructors.

PENTIMENTI GALLERY

145 N. Second St., Philadelphia PA 19106. (215)625-9990. Fax: (215)625-8488. E-mail: mail@pentimenti.com. Web site: www.pentimenti.com. Commercial gallery. Estab. 1992. Average display time 6 weeks. Gallery open Tuesday by appointment; Wednesday through Friday from 11 to 5; Saturday from 12 to 5. Closed August, Christmas and New Year's Day. Located in the heart of Old City Cultural District in Philadelphia. Overall price range \$500-10,000. Most work sold at \$3,000.

Exhibits Exhibits photos of multicultural, families, environmental, landscapes/scenics, wildlife, architecture, cities/urban, gardening, entertainment, events. Interested in avant garde, documentary, fashion/glamour, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Send query letter with artist's statement, bio, brochure, photocopies, photographs, résumé, reviews, slides, SASE. Responds in 3 months. Finds artists through word of mouth, portfolio reviews, art fairs, referrals by other artists, curators, etc.

PEPPER GALLERY

38 Newbury St., Boston MA 02116. (617)236-4497. Fax: (617)266-4492. E-mail: peppergall@aol.com. Web site: www.peppergalleryboston.com. **Contact:** Audrey Pepper, director. For-profit gallery. Estab. 1993. Represents or exhibits 18 artists. Sponsors 1-2 photography exhibits/year. Average display time 5 weeks. Gallery open Tuesday through Saturday from 10 to 5:30 and by appointment. Closed August 15-Labor Day, Christmas-January 2. Approximately 800 sq. ft. Overall price range \$700-25,000. Most work sold at \$1,000-7,000.

Exhibits Interested in alternative process, fine art.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion. Accepted work should be framed, mounted, matted. Requires exclusive representation locally.

Submissions Mail portfolio for review or send query letter with artist's statement, bio, résumé, reviews, slides, SASE. Returns material with SASE. Responds in 2 months. Finds artists through word of mouth, art exhibits, referrals by other artists.

PETERS VALLEY CRAFT CENTER

19 Kuhn Rd., Layton NJ 07851. (973)948-5202. Fax: (973)948-0011. E-mail: pvstore@warwick.net. Web site: www.petersvalley.org. **Contact:** Mikal Brutzman, gallery manager. Nonprofit gallery and store. Estab. 1970. Approached by about 100 artists/year; represents about 350 artists. Average display time 1 month in gallery; varies for store items. Open year round; call for hours. Located in northwestern New Jersey in Delaware Water Gap National Recreation Area; 2 floors, approximately 3,000 sq. ft. Overall price range \$5-3,000. Most work sold at \$100-300.

Exhibits Considers all media and all types of prints. Also exhibits non-referential, mixed media, collage and sculpture.

Making Contact & Terms Artwork is accepted on consignment, and there is a 60% commission to artist. "Retail price set by the gallery in conjunction with artist." Gallery provides insurance and promotion. Accepted work should be framed, mounted and matted. *Accepts only artists from North America.*

Submissions Call or write to arrange a personal interview to show portfolio. Send query letter with artist's statement, bio, résumé and images (slides or CD of JPEGs). Returns material with SASE. Responds in 2 months. Finds artists through submissions, art exhibits, art fairs, referrals by other artists.

Tips "Submissions must be neat and well-organized throughout."

SCOTT PFAFFMAN GALLERY

35 E. First St., New York NY 10003. E-mail: scott@pfaffman.com. **Contact:** Scott Pfaffman, director. Art consultancy.

Exhibits Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission.

Submissions Send query letter with SASE, photographs, reviews. Responds to queries in 2 months, only if interested. Finds artists through referrals by other artists.

PHILLIPS GALLERY

444 E. 200 S., Salt Lake City UT 84111. (801)364-8284. Fax: (801)364-8293. Web site: www.phillips-gallery.com.

Contact: Meri DeCaria, director/curator. Commercial gallery. Estab. 1965. Average display time 4 weeks. Sponsors openings; provides refreshments, advertisement, and half of mailing costs. Overall price range \$300-2,000. Most work sold at \$600.

Exhibits Accepts all types and styles.

Making Contact & Terms Charges 50% commission. Accepted work should be matted. Requires exclusive representation locally. *Photographers must have Utah connection.* Must be actively pursuing photography.

Submissions Submit portfolio for review; include SASE. Responds in 2 weeks.

PHOENIX GALLERY

210 11th Ave. at 25th St., Suite 902, New York NY 10001. (212)226-8711. Fax: (212)343-7303. E-mail: info@phoenix-gallery.com. Web site: www.phoenix-gallery.com. **Contact:** Linda Handler, director. Estab. 1958. Sponsors 10-12 exhibits/year. Average display time 1 month. Overall price range \$100-10,000. Most work sold at \$3,000-8,000.

Exhibits "The gallery is an artist-run nonprofit organization; an artist has to be a member in order to exhibit in the gallery. There are 3 types of membership: active, inactive, and associate." Interested in all media; alternative process, documentary, fine art.

Making Contact & Terms Charges 25% commission.

Submissions Artists wishing to be considered for membership must submit an application form, slides and résumé. Call, e-mail or download membership application from Web site.

Tips "The gallery has a special exhibition space, The Project Room, where nonmembers can exhibit their work. If an artist is interested, he/she may send a proposal with art to the gallery. The space is free; the artist shares only in the cost of the reception with the other artists showing at that time."

THE PHOTO GALLERY

Truckee Meadows Community College, 7000 Dandini Blvd., Reno NV 89512. (775)674-7698. Fax: (775)674-4853. E-mail: npreece@tmcc.edu. Web site: www.tmcc.edu/vparts. **Contact:** Nolan Preece, curator. Estab. 1990.

Exhibits Interested in all styles, subject matter, techniques—traditional, innovative and/or cutting edge.

Submissions "Call first! Submissions for national show are due by April 30. Send 20 slides or CD and résumé to be reviewed by selection committee."

Tips "Slides submitted should be sharp, accurate color and clearly labeled with name, title, dimensions, medium—the clearer the vitae the better. Statements optional."

PHOTO-EYE GALLERY

376 Garcia St., Suite A, Santa Fe NM 87501. E-mail: joslin@photoeye.com. Web site: www.photoeye.com.

Contact: Joslin Van Arsdale, gallery director. For-profit gallery. Represents or exhibits 5 artists. Average display time 2 months. Open Tuesday through Saturday from 11 to 5. "We have a physical gallery, photo-eye Santa Fe Gallery, located off historic Canyon Road, plus 2 online galleries—The Photographer's Showcase and Photo Bistro." Overall price range \$200-4,500. Most work sold at \$1,000.

Exhibits Exhibits photos of babies/children/teens, architecture, cities/urban, political, wildlife, adventure. Interested in alternative process, avant garde, documentary, fine art. Exhibits contemporary photography only, all photographic processes.

Making Contact & Terms Gallery provides insurance, promotion, contract. Accepted work should be matted. Requires exclusive representation locally.

Submissions "We only accept digital files. All work should be submitted to the Photographer's Showcase." Responds in 2-4 weeks. Finds artists through art exhibits, word of mouth, art fairs, portfolio reviews, referrals by other artists.

Tips "Approach gallery in a professional, non-pushy way. Keep it short—in the end the work will speak for itself."

PHOTOGRAPHIC IMAGE GALLERY

79 SW Oak St., Portland OR 97204. (503)224-3543. E-mail: staff@photographicimage.com. Web site: www.photographicimage.com. **Contact:** Guy Swanson, director. Estab. 1984. Sponsors 12 exhibits/year. Average display time 1 month. Overall price range \$400-5,000. Most work sold at \$700.

Exhibits Contemporary photography.

Making Contact & Terms Charges 50% commission. Requires exclusive representation within metropolitan area. Send résumé.

PHOTOGRAPHIC RESOURCE CENTER

832 Commonwealth Ave., Boston MA 02215. (617)975-0600. Fax: (617)975-0606. E-mail: prc@bu.edu. Web site: www.prcboston.org. **Contact:** Emily Gabrian, programs coordinator. "The PRC is a nonprofit arts organization founded in 1976 to facilitate the study and dissemination of information relating to photography." Average display time 6-8 weeks. Open Tuesday, Wednesday and Friday from 10 to 6; Saturday and Sunday from 12 to 5; Thursday from 10 to 8. Closed major holidays. Located in the heart of Boston University. Gallery brings in nationally recognized artists to lecture to large audiences and host workshops on photography.

Exhibits Interested in contemporary and historical photography and mixed-media work incorporating photography.

Submissions Send query letter with artist's statement, bio, slides, résumé, reviews, SASE. Responds in 3 months ("depending upon frequency of programming committee meetings"). Finds artists through word of mouth, art exhibits, portfolio reviews.

Tips "Present a cohesive body of work."

PHOTOGRAPHY ART

107 Myers Ave., Beckley WV 25801. (304)252-4060 or (304)575-6491. Fax: (304)252-4060 (call before faxing). E-mail: bruceburgin@photographyart.com. Web site: www.photographyart.com. **Contact:** Bruce Burgin, owner. Internet rental gallery. Estab. 2003. "Each artist deals directly with his/her customers. I do not charge commissions and do not keep records of sales."

Exhibits Exhibits photos of landscapes/scenics, wildlife. Interested in fine art.

Making Contact & Terms There is a rental fee for space. The rental fee covers 1 year. The standard gallery is \$360 to exhibit 40 images with biographical and contact info for 1 year. No commission charged for sales. Artist deals directly with customers and receives 100% of any sale. Gallery provides promotion.

Submissions Internet sign-up. No portfolio required.

Tips "An artist should have high-quality digital scans. The digital images should be cropped to remove any unnecessary background or frames, and sized according to the instructions provided with their Internet gallery. I recommend the artist add captions and anecdotes to the images in their gallery. This will give a visitor to your gallery a personal connection to you and your work."

THE PHOTOMEDIA CENTER

P.O. Box 8518, Erie PA 16505. (814)397-5308. E-mail: info@photomediacycenter.org. Web site: www.photomediacycenter.org. **Contact:** Eric Grignol, executive director. Nonprofit gallery. Estab. 2004. Sponsors 12 "new" photography exhibits/year. "Previously featured exhibits are archived online. We offer many opportunities for artists, including sales, networking, creative collaboration and promotional resources; maintain an information board and slide registry for members; and hold an open annual juried show in the summer."

Exhibits Interested in alternative process, avant garde, documentary, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 25% commission. Gallery provides promotion. Prefers only artists working in photographic, digital, and new media.

Submissions "We have a general portfolio review call in the fall for the following year's exhibition schedule. If after December 31, send query letter with artist's statement, bio, résumé, slides, SASE." Responds in 2-6 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, referrals by other artists.

Tips "We are looking for artists who have excellent technical skills, a strong sense of voice and cohesive body of work. Pay careful attention to our guidelines for submissions on our Web site. Label everything. Must include a SASE for reply."

PIERRO GALLERY OF SOUTH ORANGE

Baird Center, 5 Mead St., South Orange NJ 07079. (973)378-7755, ext. 3. Fax: (973)378-7833. E-mail: pierrogallery@southorange.org. Web site: www.pierrogallery.org. **Contact:** Judy Wukitsch, gallery director. Nonprofit gallery. Estab. 1994. Approached by 75-185 artists/year; represents or exhibits 25-50 artists. Average display time 7 weeks. Open Friday through Sunday from 1 to 4; by appointment. Closed mid-December through mid-January and during August. Overall price range \$100-10,000. Most work sold at \$800.

Exhibits Interested in fine art, "which can be inclusive of any subject matter."

Making Contact & Terms Artwork is accepted on consignment, and there is a 15% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed.

Submissions Mail portfolio for review; 3 portfolio reviews/year: January, June, October. Send query letter with artist's statement, résumé, slides. Responds in 2 months from review date. Finds artists through word of mouth, submissions, portfolio reviews, referrals by other artists.

POLK MUSEUM OF ART

800 E. Palmetto St., Lakeland FL 33801-5529. (863)688-7743. Fax: (863)688-2611. E-mail: info@polkmuseumofart.org. Web site: www.polkmuseumofart.org. **Contact:** Todd Behrens, curator of art. Museum. Estab. 1966. Approached by 75 artists/year; represents or exhibits 3 artists. Sponsors 1-3 photography exhibits/year. Galleries open Tuesday through Saturday from 10 to 5; Sunday from 1 to 5. Closed major holidays. Four different galleries of various sizes and configurations.

Exhibits Interested in alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Museum provides insurance, promotion, contract. Accepted work should be framed.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, résumé, slides, SASE.

PRAKAPAS GALLERY

1 Northgate 6B, Bronxville NY 10708. (914)961-5091. Fax: (914)961-5192. E-mail: eugeneprakapas@earthlink.net. **Contact:** Eugene J. Prakapas, director. Overall price range \$500-100,000.

Making Contact & Terms Commission "depends on the particular situation."

Tips "We are concentrating primarily on vintage work, especially from between the World Wars, but some as late as the 1970s. We are not currently doing exhibitions and so are not a likely home for contemporary work. People expect vintage, historical work from us."

THE PRINT CENTER

1614 Latimer St., Philadelphia PA 19103. (215)735-6090. Fax: (215)735-5511. E-mail: info@printcenter.org. Web site: www.printcenter.org. **Contact:** Ashley Peel Pinkham, assistant director. Nonprofit gallery and Gallery Store. Estab. 1915. Represents over 100 artists from around the world in Gallery Store. Sponsors 5 photography exhibits/year. Average display time 8-10 weeks. Gallery open Tuesday through Saturday from 11 to 5:30. Closed December 23 through January 3. Three galleries. Overall price range \$45-4,000. Average price is \$500.

Exhibits Exhibits contemporary prints and photographs of all processes.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion, contract. Artists must be printmakers or photographers.

Submissions Returns material with SASE. Responds in 3 months. Finds artists through membership in the organization, word of mouth, submissions, portfolio reviews, art exhibits, art fairs and referrals by other artists (slides are submitted by our artist members for review by Program Committee and curator).

PUCKER GALLERY

171 Newbury St., Boston MA 02116. (617)267-9473. Fax: (617)424-9759. E-mail: david@puckergallery.com. Web site: www.puckergallery.com. **Contact:** David Winkler, art director. For-profit gallery. Estab. 1967. Approached by 100 artists/year; represents or exhibits 40 artists. Sponsors 2 photography exhibits/year. Average display time 1 month. Gallery open Monday through Saturday from 10 to 5:30; Sunday from 1 to 5. Four floors of exhibition space. Overall price range \$500-75,000.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, cities/urban, religious, rural. Interested in fine art, abstracts, seasonal.

Making Contact & Terms Gallery provides promotion.

Submissions Send query letter with artist's statement, bio, slides/CD, SASE. "We do not accept e-mail submissions." Finds artists through submissions, referrals by other artists.

PUMP HOUSE CENTER FOR THE ARTS

P.O. Box 1613, Chillicothe OH 45601. Phone/fax: (740)772-5783. E-mail: pumpart@bright.net. Web site: www.pumphouseartgallery.com. **Contact:** Charles Wallace, executive director. Nonprofit gallery. Estab. 1991. Approached by 6 artists/year; represents or exhibits more than 50 artists. Average display time 6 weeks. Gallery open Tuesday through Friday from 11 to 4; weekends from 1 to 4. Closed Monday and major holidays. Overall price range \$150-600. Most work sold at \$300. Facility is also available for rent (business, meetings, reunions, weddings, wedding receptions or rehearsals, etc.).

Exhibits Exhibits photos of landscapes/scenics, wildlife, architecture, gardening, travel, agriculture. Interested in fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides

insurance, promotion. Accepted work should be framed, matted, wired for hanging. Call or stop in to show portfolio of photographs, slides. Send query letter with bio, photographs, slides, SASE. Responds in 1 month. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

Tips "All artwork must be original designs, framed, ready to hang (wired—no sawtooth hangers)."

QUEENS COLLEGE ART CENTER

Benjamin S. Rosenthal Library, Queens College, Flushing NY 11367-1597. (718)997-3770. Fax: (718)997-3753. E-mail: suzanna.simor@qc.cuny.edu. Web site: www.qc.cuny.edu. **Contact:** Suzanna Simor, director. Curator: Alexandra de Luise. Estab. 1955. Average display time approximately 6 weeks. Overall price range \$200-600.

Exhibits Open to all types, styles, subject matter; decisive factor is quality.

Making Contact & Terms Charges 40% commission. Accepted work can be framed or unframed, mounted or unmounted, matted or unmatted. Sponsors openings. Photographer is responsible for providing/arranging refreshments and cleanup.

Submissions Send query letter with résumé, samples and SASE. Responds in 1 month.

MARCIA RAFELMAN FINE ARTS

10 Clarendon Ave., Toronto ON M4V 1H9 Canada. (416)920-4468. Fax: (416)968-6715. E-mail: info@mrFINEARTS.com. Web site: www.mrfinearts.com. **Contact:** Marcia Rafelman, president. Gallery Director: Meghan Richardson. Semi-private gallery. Estab. 1984. Average display time 1 month. Gallery is centrally located in Toronto; 2,000 sq. ft. on 2 floors. Overall price range \$800-25,000. Most work sold at \$1,500.

Exhibits Exhibits photos of environmental, landscapes. Interested in alternative process, documentary, fine art, historical/vintage.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion, contract. Requires exclusive representation locally.

Submissions Mail or e-mail portfolio for review; include bio, photographs, reviews. Responds within 2 weeks, only if interested. Finds artists through word of mouth, submissions, art fairs, referrals by other artists.

Tips "We only accept work that is archival."

THE RALLS COLLECTION INC.

1516 31st St. NW, Washington DC 20007. (202)342-1754. Fax: (202)342-0141. E-mail: maralls@aol.com. Web site: www.rallscollection.com. For-profit gallery. Estab. 1991. Approached by 125 artists/year; represents or exhibits 60 artists. Sponsors 7 photography exhibits/year. Average display time 1 month. Gallery open Tuesday through Saturday from 11 to 4 and by appointment. Closed Thanksgiving, Christmas. Overall price range \$1,500-50,000. Most work sold at \$2,500-5,000.

Exhibits Exhibits photos of babies/children/teens, celebrities, parents, landscapes/scenics, architecture, cities/urban, gardening, interiors/decorating, pets, rural, entertainment, health/fitness, hobbies, performing arts, sports, travel, product shots/still life. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, matted. Requires exclusive representation locally. Accepts only artists from America.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs, résumé, reviews, slides, SASE. Responds in 2 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

ROCHESTER CONTEMPORARY

137 East Ave., Rochester NY 14604. (585)461-2222. Fax: (585)461-2223. E-mail: info@rochestercontemporary.org. Web site: www.rochestercontemporary.org. **Contact:** Elizabeth Switzer, programming director. Estab. 1977. Sponsors 10-12 exhibits/year. Average display time 4-6 weeks. Gallery open Wednesday through Friday from 1 to 6; weekends from 1 to 5. Overall price range \$100-500.

Making Contact & Terms Charges 25% commission.

Submissions Send slides/CD, letter of inquiry, résumé and statement. Responds in 3 months.

THE ROTUNDA GALLERY

33 Clinton St., Brooklyn NY 11201. (718)875-4047. Fax: (718)488-0609. E-mail: rotunda@briconline.org. Web site: www.briconline.org/rotunda. **Contact:** Isolde Briemaier, director/chief curator. Nonprofit gallery. Estab. 1981. Average display time 6 weeks. Open Tuesday through Friday from 12 to 5; Saturday from 11 to 4.

Exhibits Interested in contemporary works.

Making Contact & Terms Gallery provides photographer's contact information to prospective buyers. Shows are limited by walls that are 22 feet high.

Submissions Send material by mail for consideration; include SASE. "View our Web site for guidelines and Artist Registry form."

SAN DIEGO ART INSTITUTE'S MUSEUM OF THE LIVING ARTIST

1439 El Prado, San Diego CA 92101. (619)236-0011. Fax: (619)236-1974. E-mail: admin@sandiego-art.org. Web site: www.sandiego-art.org. **Contact:** Kerstin Robers, member associate. Art Director: K.D. Benton. Nonprofit gallery. Estab. 1941. Represents or exhibits 500 member artists. Overall price range \$50-3,000. Most work sold at \$700.

Exhibits Photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, pets, rural, adventure, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, political, product shots/still life, science, technology. Interested in alternative process, avant garde, documentary, erotic, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. Membership fee: \$125. Accepted work should be framed. Work must be carried in by hand for each monthly show except for annual international show, juried by slides.

Submissions Membership not required for submission in monthly juried shows, but fee required. Artists interested in membership should request membership packet. Finds artists through referrals by other artists.

Tips "All work submitted must go through jury process for each monthly exhibition. Work must be framed in professional manner. No glass; plexiglass or acrylic only."

SCHLUMBERGER GALLERY

P.O. Box 2864, Santa Rosa CA 95405. (707)544-8356. Fax: (707)538-1953. E-mail: sande@schlumberger.org. **Contact:** Sande Schlumberger, owner. Estab. 1986. Art publisher/distributor and gallery. Publishes and distributes limited editions, posters, original paintings and sculpture. Specializes in decorative and museum-quality art and photographs.

Exhibits Interested in fine art.

Making Contact & Terms Send query letter with tearsheets and photographs. Samples are not filed and are returned by SASE if requested by artist. Publisher/distributor will contact artist for portfolio review if interested. Portfolio should include color photographs and transparencies. Negotiates payment. Offers advance when appropriate. Rights purchased vary according to project. Provides advertising, in-transit insurance, insurance while work is at firm, promotion, shipping to and from firm, written contract and shows. Finds artists through exhibits, referrals, submissions and "pure blind luck."

Tips "Strive for quality, clarity, clean lines and light. Bring spirit into your images. It translates!"

WILLIAM & FLORENCE SCHMIDT ART CENTER

Southwestern Illinois College, 2500 Carlyle Ave., Belleville IL 62221. E-mail: valerie.thaxton@swic.edu. Web site: www.swicfoundation.com. **Contact:** Valerie Thaxton. Executive Director: Libby Reuter. Nonprofit gallery. Estab. 2001. Sponsors 6-8 photography exhibits/year. Average display time 6-8 weeks. Open Tuesday through Saturday from 11 to 5 (to 8 on Thursday). Closed during college holidays.

Exhibits Exhibits photos of landscapes/scenics, architecture. Interested in fine art, historical/vintage.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio and slides. Finds artists through art fairs and exhibits, portfolio reviews, referrals by other artists, submissions and word of mouth.

SCHMIDT/DEAN SPRUCE

1710 Samson St., Philadelphia PA 19103. (215)569-9433. Fax: (215)569-9434. Web site: www.schmidtdean.com. **Contact:** Christopher Schmidt, director. For-profit gallery. Estab. 1988. Sponsors 4 photography exhibits/year. Average display time 6 weeks. Gallery open Tuesday through Saturday from 10:30 to 6. August hours are Tuesday through Friday from 10:30 to 6. Overall price range \$500-12,000.

Exhibits Interested in alternative process, documentary, fine art.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion. Accepted work should be framed, mounted, matted. Requires exclusive representation locally.

Submissions Call/write to arrange a personal interview to show portfolio of slides or CD. Send query letter with SASE. "Send 10 to 15 slides or digital images on CD and a résumé that gives a sense of your working history. Include a SASE."

SECOND STREET GALLERY

115 Second St. SE, Charlottesville VA 22902. (434)977-7284. Fax: (434)979-9793. E-mail: director@secondstreetgallery.org. Web site: www.secondstreetgallery.org. **Contact:** Leah Stoddard, director. Estab. 1973. Sponsors

approximately 2 photography exhibits/year. Average display time 1 month. Open Tuesday through Saturday from 11 to 6; 1st Friday of every month from 6 to 8, with Artist Talk at 6:30. Overall price range \$300-2,000.

Making Contact & Terms Charges 30% commission.

Submissions Reviews slides/CDs in fall; \$10 processing fee. Submit 10 slides or a CD for review; include artist statement, cover letter, bio/résumé, and most importantly, a SASE. Responds in 2 months.

Tips Looks for work that is "cutting edge, innovative, unexpected."

SELECT ART

3530 Travis St., #226, Dallas TX 75204. E-mail: selart@swbell.net. **Contact:** Paul Adelson, owner. Estab. 1986. Overall price range \$250-900.

- This market deals fine art photography to corporations and sells to collectors.

Exhibits Wants photos of architectural pieces, landscapes, automobiles and buildings. Interested in fine art.

Making Contact & Terms Charges 50% commission. Accepted work should be unframed and matted.

Submissions Send slides by mail with SASE for consideration. Responds in 1 month.

Tips "Make sure the work you submit is fine art photography, not documentary/photojournalistic or commercial photography. No nudes. Label all slides. Include biographical information, pricing (state whether retail or wholesale). Photographers must be service oriented and send out slides or artwork when they say they will."

SHAPIRO GALLERY

49 Geary St., Suite 208, San Francisco CA 94108. (415)398-6655. Fax: (415)398-0667. E-mail: info@shapirogallery.net. Web site: www.shapirogallery.net. **Contact:** Michael Shapiro, owner. Private gallery. Estab. 1980. Open by appointment only. Overall price range: \$500-200,000.

Exhibits Interested in "all subjects and styles (particularly fine art). Superior printing and presentation will catch our attention."

Making Contact & Terms Artwork is accepted on consignment. Gallery sponsors openings.

Submissions No personal interview or review is given.

Tips "Classic, traditional" work sells best.

SOHO MYRIAD

1250 Menlo Dr., Atlanta GA 30318. (404)351-5656. Fax: (404)351-8284. E-mail: sarahh@sohomyriad.com. Web site: www.sohomyriad.com. **Contact:** Sarah Hall, director of art resources. Art consultancy and for-profit gallery. Estab. 1997. Represents or exhibits 197 artists. Sponsors 1 photography exhibit/year. Average display time 2 months. Gallery open Monday through Friday from 9 to 5. Overall price range \$500-20,000. Most work sold at \$500-5,000.

Exhibits Exhibits photos of landscapes/scenics, architecture. Interested in alternative process, avant garde, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides insurance.

SOUTH DAKOTA ART MUSEUM

South Dakota State University, Box 2250, Brookings SD 57007. (605)688-5423 or (866)805-7590. Fax: (605)688-4445. Web site: www.SouthDakotaArtMuseum.com. **Contact:** John Rychtarik, curator of exhibits. Museum. Estab. 1970. Sponsors 1-2 photography exhibits/year. Average display time 4 months. Gallery open Monday through Friday from 10 to 5; Saturday from 10 to 4; Sunday from 12 to 4. Closed state holidays. Six galleries offer 26,000 sq. ft. of exhibition space. Overall price range \$200-6,000. Most work sold at \$500.

Exhibits Interested in alternative process, documentary, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Send query letter with artist's statement, bio, résumé, slides, SASE. Responds within 3 months, only if interested. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

SOUTHSIDE GALLERY

150 Courthouse Square, Oxford MS 38655. (662)234-9090. E-mail: southside@southsideartgallery.com. Web site: www.southsideartgallery.com. **Contact:** Wil Cook, director. For-profit gallery. Estab. 1993. Average display time 4 weeks. Gallery open Monday through Saturday from 10 to 6; Sunday from 12 to 5. Overall price range \$300-20,000. Most work sold at \$425.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, rural, entertainment, events, performing arts, sports, travel, agriculture, political. Interested in avant garde, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 55% commission. Gallery provides promotion. Accepted work should be framed.

Submissions Mail portfolio for review. Responds within 4-6 weeks, only if interested. Finds artists through submissions.

SRO PHOTO GALLERY AT LANDMARK ARTS

School of Art, Texas Tech University, Box 42081, Lubbock TX 79409-2081. (806)742-1947. Fax: (806)742-1971. E-mail: landmarkarts@ttu.edu. Web site: www.landmarkarts.org. **Contact:** Joe R. Arredondo, director. Nonprofit gallery. Estab. 1984. Hosts an annual competition to fill 8 solo photography exhibition slots each year. Average display time 2 weeks. Open Monday through Friday from 8 to 5; Saturday from 10 to 5; Sunday from 12 to 4. Closed university holidays.

Exhibits Interested in fine art.

Making Contact & Terms "Exhibits are for scholarly purposes. Gallery will provide artist's contact information to potential buyers." Gallery provides insurance, promotion, contract. Accepted work should be matted.

Submissions Exhibitions are determined by juried process. See Web site for details (under Call for Entries). Deadline for applications is end of March.

THE STATE MUSEUM OF PENNSYLVANIA

300 North St., Harrisburg PA 17120-0024. (717)783-9904. Fax: (717)783-4558. E-mail: nstevens@state.pa.us. Web site: www.statemuseumpa.org. **Contact:** N. Lee Stevens, senior curator of art collections. Museum established in 1905; current Fine Arts Gallery opened in 1993. Number of exhibits varies. Average display time 2 months. Overall price range \$50-3,000.

Exhibits Fine art photography is a new area of endeavor for The State Museum, both collecting and exhibiting. Interested in works produced with experimental techniques.

Making Contact & Terms Work is sold in gallery, but not actively. Connects artists with interested buyers. No commission. Accepted work should be framed. *Photography must be created by a native or resident of Pennsylvania, or contain subject matter relevant to Pennsylvania.*

Submissions Send material by mail for consideration; include SASE. Responds in 1 month.

STATE OF THE ART

120 W. State St., Ithaca NY 14850. (607)277-1626 or (607)277-4950. E-mail: gallery@soag.org. Web site: www.soag.org. Cooperative gallery. Estab. 1989. Sponsors 1 photography exhibit/year. Average display time 1 month. Gallery open Wednesday through Friday from 12 to 6; weekends from 12 to 5. Located in downtown Ithaca, 2 rooms about 1,100 sq. ft. Overall price range \$100-6,000. Most work sold at \$200-500.

Exhibits Exhibits photos in all media and subjects. Interested in alternative process, avant garde, fine art, computer-assisted photographic processes.

Making Contact & Terms There is a co-op membership fee plus a donation of time. There is a 10% commission for members, 30% for nonmembers. Gallery provides promotion, contract. Accepted work must be ready to hang. Write for membership application.

Tips Other exhibit opportunity: Annual Juried Photo Show in March. Application available on Web site in January.

STATE STREET GALLERY

1804 State St., La Crosse WI 54601. (608)782-0101. E-mail: ssg1804@yahoo.com. Web site: www.statestreetartgallery.com. **Contact:** Ellen Kallies, president. Wholesale, retail and trade gallery. Estab. 2000. Approached by 15 artists/year; exhibits 12-14 artists/quarter in gallery. Average display time 4-6 months. Gallery open Tuesday through Saturday from 10 to 3. Located across from the University of Wisconsin/La Crosse. Overall price range \$50-12,000. Most work sold at \$500-1,200 and above.

Exhibits Exhibits photos of environmental, landscapes/scenics, architecture, cities/urban, gardening, rural, travel, medicine.

Making Contact & Terms Artwork is accepted on consignment, and there is a 40% commission. Gallery provides insurance, promotion, contract. Accepted work should be framed, matted.

Submissions Call or mail portfolio for review. Send query letter with artist's statement, photographs, slides, SASE. Responds in 1 month. Finds artists through word of mouth, art exhibits, art fairs, referrals by other artists.

Tips "Be organized, professional in presentation, flexible."

PHILIP J. STEELE GALLERY

Rocky Mountain College of Art + Design, 1600 Pierce St., Lakewood CO 80214. (303)753-6046. Fax: (303)225-8610. E-mail: lspivak.rmcd.edu. Web site: www.rmcd.edu/galleries/steelegallery.aspx. **Contact:** Lisa Spivak, director. Nonprofit gallery. Estab. 1962. Approached by 25 artists/year; represents or exhibits 6-9 artists. Spon-

sors 1 photography exhibit/year. Average display time 1 month. Gallery open Monday through Saturday from 12 to 5. Closed major holidays.

Exhibits No restrictions on subject matter.

Making Contact & Terms No fee or percentage taken. Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Send query letter with artist's statement, bio, slides, résumé, reviews, SASE. Reviews in May, deadline April 15. Finds artists through word of mouth, submissions, referrals by other artists.

THE STUDIO: AN ALTERNATIVE SPACE FOR CONTEMPORARY ART

2 Maryland Ave., Armonk NY 10504-2029. (914)273-1452. Fax: (914)219-5030. E-mail: thestudiony@optonline.net. Web site: www.thestudio-alternative.org. **Contact:** Katie Stratis, executive director. Alternative space and nonprofit gallery. Estab. 1998. Located in Westchester County in the hamlet of Armonk, New York. Approximately 500 sq. ft.; sculpture garden. "The Studio Annex in New York City is a satellite gallery of The Studio, and it also shows up to 3 exhibits a year."

Exhibits Exhibits photos of multicultural, architecture, gardening, rural, environmental, landscapes/scenics, entertainment, events, performing arts. Interested in alternative process, avant garde, documentary. "The subject matter is left up to the artists chosen to be in the curated exhibitions."

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission.

Submissions Submission process is through the Web site. Does not reply to queries. Submit June through September of each year. Finds artists through art exhibits, referrals from other artists, submissions, word of mouth.

SYNCHRONICITY FINE ARTS

106 W. 13th St., New York NY 10011. (646)230-8199. Fax: (646)230-8198. E-mail: synchspa@bestweb.net. Web site: www.synchronicityspace.com. Nonprofit gallery. Estab. 1989. Approached by hundreds of artists/year; represents or exhibits 12-16 artists. Sponsors 2-3 photography exhibits/year. Gallery open Tuesday through Saturday from 12 to 6. Closed 2 weeks in August. Overall price range \$1,500-10,000. Most work sold at \$3,000.

Exhibits Exhibits photos of multicultural, environmental, landscapes/scenics, architecture, cities/urban, education, rural, events, agriculture, industry, medicine, political. Interested in avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted.

Submissions Write to arrange a personal interview to show portfolio of photographs, transparencies, slides. Mail portfolio for review. Send query letter with photocopies, SASE, photographs, slides, résumé. Responds in 3 weeks. Finds artists through art exhibits, submissions, portfolio reviews, referrals by other artists.

TALLI'S FINE ART

Pho-Tal Inc., 15 N. Summit St., Tenafly NJ 07670. (201)569-3199. Fax: (201)569-3392. E-mail: tal@photal.com. Web site: www.photal.com. **Contact:** Talli Rosner-Kozuch, owner. Alternative space, art consultancy, for-profit gallery, wholesale gallery. Estab. 1991. Approached by 38 artists/year; represents or exhibits 40 artists. Sponsors 12 photography exhibits/year. Average display time 1 month. Gallery open Monday through Sunday from 9 to 5. Closed holidays. Overall price range \$200-3,000. Most work sold at \$4,000.

Exhibits Exhibits photos of multicultural, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, food/drink, travel, product shots/still life. Interested in alternative process, documentary, erotic, fine art, historical/vintage.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Accepted work should be framed, matted.

Submissions Write to arrange a personal interview to show portfolio of slides. Send query letter with artist's statement, bio, brochure, business card, photocopies, résumé, slides, SASE. Responds in 2 months. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

LILLIAN & COLEMAN TAUBE MUSEUM OF ART

2 N. Main St., Minot ND 58703. (701)838-4445. E-mail: taube@ndak.net. Web site: www.taubemuseum.org. **Contact:** Nancy Brown, executive director. Estab. 1970. Established nonprofit organization. Sponsors 1-2 photography exhibits/year. Average display time 4-6 weeks. Museum is located in a newly renovated historic landmark building with room to show 2 exhibits simultaneously. Overall price range \$15-225. Most work sold at \$40-100.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, landscapes/scenics, wildlife, beauty, rural, travel, agriculture, buildings, military, portraits. Interested in avant garde, fine art.

Making Contact & Terms Charges 30% commission for members; 40% for nonmembers. Sponsors openings. **Submissions** Submit portfolio along with a minimum of 6 examples of work in slide format for review. Responds in 3 months.

Tips "Wildlife, landscapes and floral pieces seem to be the trend in North Dakota. We get many slides to review for our photography exhibits each year. We also appreciate figurative, unusual and creative photography work. Do not send postcard photos."

JILL THAYER GALLERIES AT THE FOX

1700 20th St., Bakersfield CA 93301-4329. (661)631-9711. E-mail: jill@jillthayer.com. Web site: www.jillthayer.com. **Contact:** Jill Thayer, director. For-profit gallery. Estab. 1994. Represents more than 25 "emerging, mid-career and established artists of regional and international recognition." Features 6-8 exhibits/year. Average installation: 6 weeks. Open Friday and Saturday from 1 to 4 or by appointment. Closed holidays. Located at the historic Fox Theater, built in 1930. Thayer renovated the 400-sq.-ft. space in 1994. "The space features large windows, high ceilings, wood floor and bare-wire SoLux halogen lighting system. Clients include regional southern California upscale; 25% of sales are to corporate collectors." Overall price range \$250-10,000. Most work sold at \$2,500.

Exhibits Considers all media. Exhibits "contemporary, abstract and representational work."

Making Contact & Terms Artwork is accepted on consignment "for duration of exhibit with 50% commission. Artist pays all shipping and must provide insurance. Retail price set by the gallery and the artist. Gallery provides marketing, mailer design and partial printing. Artist shares cost of printing, mailings and receptions."

Submissions Send query letter with artist's statement, bio, résumé, exhibition list, reviews, 12 slides, SASE. Responds in 1 month if interested. Finds artists through submissions and portfolio reviews.

Tips "When submitting to galleries, be concise, professional, send up-to-date package (art and info) and slide sheet of professionally documented work. Frame professionally if selected for exhibition. No colored mats or color laser prints. All works on paper must be archival and of museum quality."

NATALIE AND JAMES THOMPSON ART GALLERY

School of Art & Design, San José State University, San José CA 95192-0089. (408)924-4723. Fax: (408)924-4326. E-mail: jfh@cruzio.com. Web site: www.sjsu.edu. **Contact:** Jo Farb Hernandez, director. Nonprofit gallery. Approached by 100 artists/year. Sponsors 1-2 photography exhibits/year. Average display time 1 month. Gallery open Tuesday through Friday from 11 to 4; Tuesday evenings from 6 to 7:30.

Exhibits "We are open to all genres, aesthetics and techniques."

Making Contact & Terms "Works are not generally for sale." Gallery provides insurance, promotion. Accepted work should be framed and/or ready to hang.

Submissions Send query letter with artist's statement, bio, résumé, reviews, slides, SASE. Responds as soon as possible. Finds artists through word of mouth, submissions, portfolio reviews, art exhibits, art fairs, referrals by other artists.

THROCKMORTON FINE ART

145 E. 57th St., 3rd Floor, New York NY 10022. (212)223-1059. Fax: (212)223-1937. E-mail: throckmorton@earthlink.net. Web site: www.throckmorton-nyc.com. **Contact:** Kraige Block, director. For-profit gallery. Estab. 1993. Approached by 50 artists/year; represents or exhibits 20 artists. Sponsors 5 photography exhibits/year. Average display time 2 months. Overall price range \$1,000-10,000. Most work sold at \$1,500.

Exhibits Exhibits photos of babies/children/teens, landscapes/scenics, architecture, cities/urban, rural. Interested in erotic, fine art, historical/vintage, Latin American photography.

Making Contact & Terms Charges 50% commission. Gallery provides insurance, promotion. *Accepts only artists from Latin America.*

Submissions Write to arrange a personal interview to show portfolio of photographs/slides/CD, or send query letter with artist's statement, bio, photocopies, slides, CD, SASE. Responds in 3 weeks. Finds artists through word of mouth, portfolio reviews.

Tips "Present your work nice and clean."

TOUCHSTONE GALLERY

406 Seventh St. NW, Washington DC 20004-2217. (202)347-2787. E-mail: info@TouchstoneGallery.com. Web site: www.TouchstoneGallery.com. **Contact:** Camille Mosley-Pasley, director. Cooperative rental gallery. Estab. 1976. Approached by 240 artists/year; represents or exhibits 35 artists. Sponsors 3 photography exhibits/year. Average display time 1 month. Open Wednesday through Friday from 11 to 5; weekends from 12 to 5. Closed Christmas through New Year's Day. Located in downtown Washington, DC, on gallery row. Large main gallery with several additional exhibition areas; high ceilings. Overall price range: \$100-2,500. Most artwork sold at \$600.

Exhibits Exhibits photos of landscapes/scenics, architecture, cities/urban, rural, automobiles. Interested in alternative process, avant garde, documentary, erotic, fine art, historical/vintage.

Making Contact & Terms There is a co-op membership fee plus a donation of time. There is a 40% commission. There is a rental fee for space. The rental fee covers 1 month. Gallery provides contract. Accepted work should be framed and matted.

Submissions Call to arrange a personal interview to show portfolio. Responds to queries in 1 month. Finds artists through referrals by other artists and word of mouth.

Tips "Visit Web site first. Read new member prospectus on the front page. Call with additional questions. Do not 'drop in' with slides or art. Do not show everything you do. Show 10-25 images that are cohesive in subject, style and presentation."

TRI-ART GALLERY

2815 Van Giesen St., Richland WA 99354-4932. (509)551-3360. Fax: (509)942-0310. E-mail: dave@triertgallery.com. Web site: www.triertgallery.com. **Contact:** Dave Mitchell, owner. For-profit gallery. Estab. 2005. Approached by 50 artists/year; represents or exhibits 25 artists. Sponsors 1-2 photography exhibits/year. Average display time 30 days. Open Friday through Saturday from 10 to 6. Outdoor retail sculpture gallery on 2 riverfront acres. One indoor gallery/exhibition space (18 ft. x 11 ft.) for indoor sculpture and 2D art. Overall price range \$250-31,000. Most work sold at \$1,200.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, architecture, gardening, interiors/decorating, pets, agriculture, business concepts, industry, product shots/still life, science, disasters, environmental, landscapes/scenics, adventure, events, food/drink, performing arts, travel. Interested in alternative process, avant garde, historical.

Making Contact & Terms Artwork is accepted on consignment. Requires exclusive representation locally.

Submissions Send query letter with artist's statement, bio, business card, reviews, SASE.

Tips "Research the type of work exhibited in a given gallery before submitting. Check the gallery's Web site to see if your work is compatible with the type of work shown there. Make sure your pricing will be consistent with sales from your own studio."

TURNER CARROLL GALLERY

725 Canyon Rd., Santa Fe NM 87501. (505)986-9800. Fax: (505)986-5027. E-mail: tcgallery@aol.com. Web site: www.turnercarrollgallery.com. **Contact:** Tonya Turner Carroll, owner. Art consultancy and for-profit gallery. Estab. 1991. Approached by 50 artists/year; represents or exhibits 15 artists. Sponsors 1 photography exhibit/year. Average display time 4-6 weeks. Open daily from 10 to 5; Friday from 10 to 7. Three salon rooms; 1,200 sq. ft. Overall price range \$1,000-40,000. Most work sold at \$4,000-5,000.

Exhibits Interested in fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Accepts only museum track artists. Requires exclusive representation locally.

Submissions Send e-mail query with JPEG samples at 72 dpi. Send query letter with artist's statement, bio, brochure, business card. Finds artists through art fairs.

UCR/CALIFORNIA MUSEUM OF PHOTOGRAPHY

University of California, Riverside CA 92521. (951)784-3686. Fax: (951)827-4797. Web site: www.cmp.ucr.edu. **Contact:** Director. Sponsors 10-15 exhibits/year. Average display time 8-14 weeks. Open Tuesday through Saturday from 12 to 5. Located in a renovated 23,000-sq.-ft. building. "It is the largest exhibition space devoted to photography in the West."

Exhibits Interested in technology/computers, alternative process, avant garde, documentary, fine art, historical/vintage.

Making Contact & Terms Curatorial committee reviews CDs, slides and/or matted or unmatted work. Photographer must have "highest-quality work."

Submissions Send query letter with résumé, SASE. Accepts images in digital format; send via CD, Zip.

Tips "This museum attempts to balance exhibitions among historical, technological, contemporary, etc. We do not sell photos but provide photographers with exposure. The museum is always interested in newer, lesser-known photographers who are producing interesting work. We're especially interested in work relevant to underserved communities. We can show only a small percent of what we see in a year."

UNI GALLERY OF ART

University of Northern Iowa, 104 Kamerick Art Bldg., Cedar Falls IA 50614-0362. (319)273-6134. E-mail: galleryofart@uni.edu. Web site: www.uni.edu/artdept/gallery. **Contact:** Darrell Taylor, director. Estab. 1976. Sponsors 9 exhibits/year. Average display time 1 month. Approximately 5,000 sq. ft. of space and 424 ft. of usable wall space.

Exhibits Interested in all styles of high-quality contemporary art works.

Making Contact & Terms Work is presented in lobby cases. "We do not often sell work; no commission is charged."

Submissions Arrange a personal interview to show portfolio, résumé and samples. Send material by mail for consideration or submit portfolio for review; include SASE for return of material. Response time varies.

UNION STREET GALLERY

1527 Otto Blvd., Chicago Heights IL 60411. (708)754-2601. E-mail: info@unionstreetgallery.org. Web site: www.unionstreetgallery.org. **Contact:** Renee Klyczek Nordstrom, gallery administrator. Nonprofit gallery. Estab. 1995. Represents or exhibits more than 100 artists. "We offer group invitations and juried shows every year." Average display time 6 weeks. Gallery open Wednesday through Saturday from 12 to 4; 2nd Friday of every month from 6 to 9. Overall price range \$30-3,000. Most work sold at \$300-600.

Submissions Finds artists through submissions, referrals by other artists, juried exhibits at the gallery. "To receive prospectus for all juried events, call, write or e-mail to be added to our mailing list. Prospectus also available on Web site. Artists interested in studio space or solo/group exhibitions should contact the gallery to request information packets."

UNIVERSITY ART GALLERY IN THE D.W. WILLIAMS ART CENTER

New Mexico State University, MSC 3572, P.O. Box 30001, Las Cruces NM 88003-8001. (505)646-2545. Fax: (505)646-5207. E-mail: artglry@nmsu.edu. Web site: www.nmsu.edu/~artgal. **Contact:** John Lawson, interim director. Estab. 1973. Sponsors 1 exhibit/year. Average display time 2 months. Overall price range \$300-2,500.

Making Contact & Terms Buys photos outright.

Submissions Arrange a personal interview to show portfolio. Submit portfolio for review. Send query letter with samples. Send material by mail with SASE by end of October for consideration. Responds in 3 months.

Tips Looks for "quality fine art photography. The gallery does mostly curated, thematic exhibitions. Very few one-person exhibitions."

UNIVERSITY OF KENTUCKY ART MUSEUM

Rose St. and Euclid Ave., Lexington KY 40506-0241. (859)257-5716. Fax: (859)323-1994. E-mail: jwelk3@email.uky.edu. Web site: www.uky.edu/artmuseum. **Contact:** Janie Welker, curator. Museum. Estab. 1979.

Exhibits Annual photography lecture series and exhibits.

Submissions Send query letter with artist's statement, résumé, reviews, slides, SASE, publications, if available. Responds in 6 months.

UNIVERSITY OF RICHMOND MUSEUMS

Richmond VA 23173. (804)289-8276. Fax: (804)287-1894. E-mail: rwaller@richmond.edu. Web site: <http://museums.richmond.edu>. **Contact:** Richard Waller, director. Estab. 1968. "University Museums comprises Joel and Lila Harnett Museum of Art, Joel and Lila Harnett Print Study Center, and Lora Robins Gallery of Design from Nature." Sponsors 18-20 exhibits/year. Average display time 8-10 weeks.

Exhibits Interested in all subjects.

Making Contact & Terms Charges 10% commission. Work must be framed for exhibition.

Submissions Send query letter with résumé, samples. Send material by mail for consideration. Responds in 1 month.

Tips "If possible, submit material that can be left on file and fits standard letter file. We are a nonprofit university museum interested in presenting contemporary art as well as historical exhibitions."

UNTITLED [ARTSPACE]

1 NE Third St., Oklahoma City OK 73103. E-mail: untitledartspace@1ne3.org. Web site: www.1ne3.org. **Contact:** Lori Deemer, operations director. Alternative space and nonprofit gallery. Estab. 2003. Average display time 6-8 weeks. Open Tuesday, Wednesday, Thursday from 11 to 6; Friday from 11 to 8; Saturday from 11 to 4. "Located in a reclaimed industrial space abandoned by decades of urban flight. Damaged in the 1995 Murrah Federal Building bombing, Untitled [ArtSpace] has emerged as a force for creative thought. As part of the Deep Deuce historic district in downtown Oklahoma City, Untitled [ArtSpace] brings together visual arts, performance, music, film, design and architecture." Most work sold at \$750.

Making Contact & Terms Artwork is accepted on consignment, and there is a 35% commission.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, résumé, slides, CD of images. Finds artists through submissions, portfolio reviews. Responds to queries within 1 week, only if interested.

Tips "Take the time to type and proof all written submissions. Make sure your best work is represented in the images you choose to show. Nothing takes away from the review like poorly scanned or photographed work."

UPSTREAM GALLERY

26 Main St., Dobbs Ferry NY 10522. (914)674-8548. E-mail: upstreamgallery@aol.com. Web site: www.upstreamgallery.com. Cooperative gallery. Estab. 1990. Represents or exhibits 22 artists. Sponsors 1 photography exhibit/year. Average display time 1 month. Open Thursday through Sunday from 12:30 to 5:30. Closed July and August (but an appointment can be made by calling 914-375-1693). "We have 2 store fronts, approximately 15 x 30 sq. ft. each." Overall price range: \$300-2,000.

Exhibits Interested in fine art. Accepts all subject matters and genres for jurying.

Making Contact & Terms There is a co-op membership fee plus a donation of time. There is a 10% commission. Gallery provides insurance. Accepted work should be framed, mounted and matted.

Submissions Write to arrange a personal interview to show portfolio of photographs and slides. Send query letter with artist's statement, bio, brochure, business card, photographs, résumé, reviews, slides and SASE. Responds to queries within 2 months, only if interested. Finds artists through referrals by other artists and submissions.

UPSTREAM PEOPLE GALLERY

5607 Howard St., Omaha NE 68106. (402)991-4741. E-mail: shows@upstreampeoplegallery.com. Web site: www.upstreampeoplegallery.com. **Contact:** Larry Bradshaw, curator. For-profit Internet gallery. Estab. 1998. Approached by 13,000 artists/year; represents or exhibits 1,300 artists. Sponsors 4 photography exhibits/year. Average display time 1 or more years online. Virtual gallery open 24 hours daily. Overall price range \$100-20,000. Most work sold at over \$300.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, gardening, interiors/decorating, pets, religious, adventure, automobiles, events, health/fitness/beauty, humor, performing arts, sports, travel, agriculture, military, political, product shots/still life, technology/computers. Interested in alternative process, avant garde, documentary, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is no commission. There is an entry fee for space; covers 1 or more years.

Submissions Mail portfolio of slides for review. Send query letter with artist's statement, bio, brochure (optional), résumé, reviews, slides, personal photo. Responds to queries in 1 week. Finds artists through art exhibits, portfolio reviews, referrals by other artists, submissions, word of mouth, Internet.

URBAN INSTITUTE FOR CONTEMPORARY ARTS

41 Sheldon Blvd. SE, Grand Rapids MI 49503. (616)454-7000. Fax: (616)459-9395. E-mail: jteunis@uica.org. Web site: www.uica.org. **Contact:** Janet Teunis, managing director. Alternative space and nonprofit gallery. Estab. 1977. Approached by 250 artists/year; represents or exhibits 20 artists. Sponsors 3-4 photography exhibits/year. Average display time 6 weeks. Gallery open Tuesday through Saturday from 12 to 10; Sunday from 12 to 7. Closed Monday, the month of August, and the week of Christmas and New Year's.

Exhibits Interested in avant garde, fine art.

Making Contact & Terms Does not sell work. "Artists may sell on their own. We do not take a commission." Gallery provides insurance, promotion, contract.

Submissions Send query letter with artist's statement, bio, résumé, reviews, slides, SASE. Finds artists through submissions.

Tips "Get submission requirements at www.uica.org/visualArts.html under 'Apply for a Show.' "

VIENNA ARTS SOCIETY ART CENTER

115 Pleasant St., Vienna VA 22180. **Contact:** Teresa Ahmad, director. Nonprofit gallery. Estab. 1969. Approached by 100-200 artists/year; represents or exhibits 50-100 artists. Average display time 3-4 weeks. Open Tuesday through Saturday from 10 to 4. Closed on federal holidays. Historic building with spacious rooms with modernized hanging system. Overall price range \$100-1,500. Most work sold at \$250-500.

Exhibits Exhibits photos of celebrities, couples, families, architecture, gardening, pets, environmental, landscapes/scenics, wildlife, entertainment, performing arts, travel. Interested in alternative process, fine art, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is a 20% commission. The rental fee covers one month. "Rental fee is based on what we consider a 'featured artist' exhibit. For one month, VAS handles publicity with the artist."

Submissions Call. Responds in 2 weeks. Finds artists through art exhibits, art fairs, referrals by other artists, membership.

VILLA JULIE COLLEGE GALLERY

1525 Greenspring Valley Rd., Stevenson MD 21153. (443)334-2163. Fax: (410)486-3552. Web site: www.vjc.edu. **Contact:** Diane DiSalvo, director of cultural programs. College/university gallery. Estab. 1997. Sponsors at least

2 photography exhibits/year. Average display time 6 weeks. Gallery open Monday, Tuesday, Thursday, Friday from 11 to 5; Wednesday from 11 to 8; Saturday from 1 to 4. "Two beautiful spaces."

Exhibits Interested in alternative process, avant garde, documentary, fine art, historical/vintage. "We are looking for artwork of substance by artists from the mid-Atlantic region."

Making Contact & Terms "We facilitate inquiries directly to the artist." Gallery provides insurance. *Accepts artists from mid-Atlantic states only; emphasis on Baltimore artists.*

Submissions Write to show portfolio of slides. Send artist's statement, bio, résumé, reviews, slides, SASE. Responds in 3 months. Finds artists through word of mouth, submissions, portfolio reviews, referrals by other artists.

Tips "Be clear, concise. Have good representation of your images."

VIRIDIAN ARTISTS, INC.

530 W. 25th St., #407, New York NY 10001. (212)414-4040. Fax: (212)414-4040. E-mail: info@viridianartists.com. Web site: www.viridianartists.com. **Contact:** Vernita Nemec, director. Estab. 1968. Sponsors 12-15 exhibits/year. Average display time 3 weeks. Overall price range \$175-10,000. Most work sold at \$1,500.

Exhibits Interested in eclectic work in all fine art media including photography, installation, painting, mixed media and sculpture. Interested in alternative process, avant garde, fine art.

Making Contact & Terms Charges 30% commission.

Submissions Will review transparencies only if submitted as part of membership application with SASE. Request membership application via phone or e-mail.

Tips "Opportunities for photographers in galleries are improving. Broad range of styles being shown in galleries. Photography is getting a large audience that is seemingly appreciative of technical and aesthetic abilities of the individual artists. Present a portfolio (regardless of format) that expresses a clear artistic and aesthetic focus that is unique, individual, and technically outstanding."

VISUAL ARTS CENTER OF NORTHWEST FLORIDA

19 E. Fourth St., Panama City FL 32401. (850)769-4451. Fax: (850)785-9248. E-mail: visualartscenterofnwfla@comcast.net. Web site: www.vac.org.cn. **Contact:** Exhibition Coordinator. Estab. 1988. Approached by 20 artists/year; represents local and national artists. Sponsors 1-2 photography exhibits/year. Average display time 6 weeks. Open Monday, Wednesday and Friday from 10 to 4; Tuesday and Thursday from 10 to 8; Saturday from 1 to 5. Closed major holidays. The Center features a large gallery (200 running ft.) upstairs and a smaller gallery (80 running ft.) downstairs. Overall price range \$50-1,500.

Exhibits Exhibits photos of all subject matter, including babies/children/teens, couples, families, parents, senior citizens, environmental, landscapes/scenics, wildlife, architecture, product shots/still life. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal, digital, underwater.

Making Contact & Terms Artwork is accepted on consignment, and there is a 30% commission. Gallery provides promotion, contract, insurance. Accepted work must be framed, mounted, matted.

Submissions Send query letter with artist's statement, bio, résumé, SASE, 10-12 slides or images on CD. Responds within 4 months. Finds artists through word of mouth, submissions, art exhibits.

VISUAL ARTS GALLERY

University of Alabama at Birmingham, 1530 Third Ave. S., Birmingham AL 35294-1260. (205)934-0815. Fax: (205)975-2836. E-mail: blevine@uab.edu. Web site: www.uab.edu/art/gallery/vag.html. **Contact:** Brett M. Levine, director/curator. Nonprofit university gallery. Sponsors 1-3 photography exhibits/year. Average display time 3-4 weeks. Gallery open Monday through Thursday from 11 to 6; Friday from 11 to 5; Saturday from 1 to 5. Closed Sunday, major holidays and last 2 weeks of December. Located on 1st floor of Humanities Building; 2 rooms with a total of 2,000 sq. ft. and 222 running ft.

Exhibits Exhibits photos of multicultural. Interested in alternative process, avant garde, fine art, historical/vintage.

Making Contact & Terms Gallery provides insurance, promotion. Accepted work should be framed.

Submissions Write to arrange a personal interview to show portfolio of slides. Send query letter with artist's statement, bio, brochure, photographs, résumé, reviews, slides, SASE.

THE WAILOA CENTER GALLERY

P.O. Box 936, Hilo HI 96721. (808)933-0416. Fax: (808)933-0417. E-mail: wailoa@yahoo.com. **Contact:** Ms. Codie King, director. Estab. 1967. Sponsors 24 exhibits/year. Average display time 1 month.

Exhibits Photos must be submitted to director for approval. "All entries accepted must meet professional standards outlined in our pre-entry forms."

Making Contact & Terms Gallery receives 10% "donation" on works sold. No fee for exhibiting. Accepted

work should be framed. "Photos must also be fully fitted for hanging. Expenses involved in shipping, insurance, invitations and reception, etc., are the responsibility of the exhibitor."

Submissions Submit portfolio for review. Send query letter with résumé of credits, samples, SASE. Responds in 3 weeks.

Tips "The Wailoa Center Gallery is operated by the State of Hawaii, Department of Land and Natural Resources. We are unique in that there are no costs to the artist to exhibit here as far as rental or commissions are concerned. We welcome artists from anywhere in the world who would like to show their works in Hawaii. Wailoa Center is booked 2-3 years in advance. The gallery is also a visitor information center with thousands of people from all over the world visiting."

WASHINGTON COUNTY MUSEUM OF FINE ARTS

P.O. Box 423, Hagerstown MD 21741. (301)739-5727. Fax: (301)745-3741. E-mail: info@wcmfa.org. Web site: www.wcmfa.org. **Contact:** Curator. Estab. 1929. Approached by 30 artists/year. Sponsors 1 juried photography exhibit/year. Average display time 6-8 weeks. Museum open Tuesday through Friday from 9 to 5; Saturday from 9 to 4; Sunday from 1 to 5. Closed legal holidays. Overall price range \$50-7,000.

Exhibits Exhibits photos of babies/children/teens, celebrities, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, gardening, interiors/decorating, pets, religious, rural, adventure, automobiles, entertainment, events, food/drink, health/fitness/beauty, hobbies, humor, performing arts, sports, travel, agriculture, business concepts, industry, medicine, military, political, product shots/still life, science, technology/computers. Interested in alternative process, avant garde, documentary, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Museum provides artist's contact information to potential buyers. Accepted work should not be framed.

Submissions Write to show portfolio of photographs, slides. Mail portfolio for review. Responds in 1 month. Finds artists through word of mouth, portfolio reviews, art exhibits, referrals by other artists.

Tips "We sponsor an annual juried competition in photography. Entry forms are available in October each year. Send name and address to be placed on list."

WEINSTEIN GALLERY

908 W. 46th St., Minneapolis MN 55419. Web site: www.weinstein-gallery.com. **Contact:** Laura Hoyt, director. For-profit gallery. Estab. 1996. Approached by hundreds of artists/year; represents or exhibits 12 artists. Average display time 6 weeks. Open Tuesday through Saturday from 12 to 5. Overall price range \$4,000-250,000.

Exhibits Interested in fine art. Most frequently exhibits contemporary photography.

Submissions "We do not accept unsolicited submissions."

EDWARD WESTON FINE ART

P.O. Box 3098, Chatsworth CA 91313. (818)885-1044. Fax: (818)885-1021. **Contact:** Edward Weston, president. Estab. 1960. Approached by 50 artists/year; represents or exhibits 100 artists. Sponsors 10 photography exhibits/year. Average display time 4-6 weeks. Gallery open daily by appointment. Overall price range \$50-75,000. Most work sold at \$1,000.

Exhibits Exhibits photos of celebrities, disasters, entertainment, events, performing arts. Interested in avant garde, erotic, fashion/glamour, fine art.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Gallery provides contract. Accepted work should be framed, matted. Requires exclusive representation locally.

Submissions Write to arrange a personal interview to show portfolio of photographs, transparencies. Mail slides for review. Send query letter with bio, brochure, business card, photocopies, photographs, reviews.

Tips "Be thorough and complete."

WHITE CANVAS GALLERY

111 S. 14th St., Richmond VA 23219-4127. E-mail: info@whitecanvasgallery.com. Web site: www.whitecanvasgallery.com. **Contact:** Kat Hurst, director. For-profit gallery. Estab. 2004 (formerly Cudahy's Gallery, 1981-2003). Approached by 75 artists/year; represents or exhibits 50 artists. Sponsors 1 photography exhibit/year. Average display time 5 weeks. Open Tuesday through Saturday from 10 to 6; Sunday from 12 to 5. Located on a busy downtown street; free parking for customers.

Exhibits Exhibits photos of architecture, cities/urban, gardening, interiors/decorating, rural, environmental, landscapes/scenics. Interested in fine art and pinhole photography.

Making Contact & Terms Artwork is accepted on consignment, and there is a 50% commission. Requires exclusive representation locally. Accepts only artists from the US.

Submissions Write to arrange a personal interview to show portfolio of photographs, slides, CDs. Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, photocopies, photographs,

résumé, slides, CD, SASE. Responds to queries in 4-6 weeks. Finds artists through word of mouth, art exhibits, submissions, art fairs, referrals by other artists.

Tips "Include list with titles, dimensions, media, price points, résumé/bio, artist's statement. Label slides and photos with title, dimensions, artist's name, media. Include SASE for return of your materials."

WHITE GALLERY—PORTLAND STATE UNIVERSITY

Box 751/SD, Portland OR 97207. (503)725-5656 or (800)547-8887. Fax: (503)725-4882. E-mail: artcom@pdx.edu. **Contact:** Cris Estribou, gallery director. Nonprofit gallery. Estab. 1969. Sponsors 1 exhibit/month (except December). Average display time 1 month. Overall price range \$150-800.

Making Contact & Terms Charges 30% commission. Sponsors openings. Accepted work should be mounted, matted. "We prefer matted work that is 16 x 20."

Submissions Send artist's statement, résumé, 6-10 slides. Responds in 1 month.

Tips "Best time to submit is September-October of the year prior to the year show will be held. We are interested in high-quality original work. We are a nonprofit organization that is not sales-driven."

WALTER WICKISER GALLERY

210 11th Ave., Suite 303, New York NY 10001. (212)941-1817. Fax: (212)625-0601. E-mail: wwickiserg@aol.com. Web site: www.walterwickisergallery.com. For-profit gallery. Three exhibition spaces: Main Gallery; Gallery II; Small Works Gallery.

Exhibits "The Wickiser Gallery exhibits works by American and Asian-American painters as well as artists from Japan, Korea and China, creating a visual dialogue between Eastern and Western cultures in the process. This intermingling of the visual arts sets these societies side by side as it differentiates between them, simultaneously reminding us of art's ability to transcend cultural boundaries."

Submissions Mail portfolio for review. Send query letter with résumé, slides. Responds in 6 weeks. Finds artists through submissions, portfolio reviews, referrals by other artists.

WISCONSIN UNION GALLERIES

800 Langdon St., Room 507, Madison WI 53706-1495. (608)262-7592. Fax: (608)262-7592. E-mail: art@union.wisc.edu. Web site: www.union.wisc.edu/art. **Contact:** Danielle Lindenberg, art director. Nonprofit gallery. Estab. 1928. Approached by 100 artists/year; represents or exhibits 20 artists. Average display time 6 weeks. Open Monday through Sunday from 10 to 8. Closed during winter break and when gallery exhibitions turn over. "See our Web site at <http://www.union.wisc.edu/art/submit.html> to find out more about the gallery's features."

Exhibits Exhibits photos of education. Interested in fine art. "Photography exhibitions vary based on the artist proposals submitted."

Making Contact & Terms Requires exclusive representation locally.

Submissions Mail portfolio for review. Send query letter with artist's statement, résumé, slides or CD of images (JPEGs preferred), exhibition proposal, SASE. Finds artists through art fairs, art exhibits, referrals by other artists, submissions, word of mouth.

WOMEN & THEIR WORK ART SPACE

(formerly Women & Their Work Gallery), 1710 Lavaca St., Austin TX 78701. (512)477-1064. Fax: (512)477-1090. E-mail: wtw@texas.net. Web site: www.womenandtheirwork.org. **Contact:** Kathryn Davidson, associate director. Alternative space and nonprofit gallery. Estab. 1978. Approached by more than 400 artists/year; represents or exhibits 8-9 solo and several juried shows. Sponsors 1-2 photography exhibits/year. Average display time 5 weeks. Gallery open Monday through Friday from 9 to 6; Saturday from 12 to 5. Closed December 24 through January 2, and other major holidays. Exhibition space is 2,000 sq. ft. Overall price range \$500-5,000. Most work sold at \$800-1,000.

Exhibits Interested in contemporary, alternative process, avant garde, fine art.

Making Contact & Terms "We select artists through a juried process and pay them to exhibit. We take 25% commission if something is sold." Gallery provides insurance, promotion, contract. Accepted work should be framed, mounted, matted. *Texas women in solo shows only.* "All other artists, male or female, in curated show, once/year if member of Women & Their Work organization. Online Artist Slide Registry on Web site."

Submissions E-mail or call to show portfolio. Responds in 1 month. Finds artists through submissions, annual juried process.

Tips "Provide quality slides, typed résumé and a clear statement of artistic intent."

WOMEN'S CENTER ART GALLERY

UCSB, Bldg. 434, Santa Barbara CA 93106-7190. (805)893-3778. Fax: (805)893-3289. E-mail: sharon.hoshida@sa.ucsb.edu. Web site: www.sa.ucsb.edu/women'scenter. **Contact:** Sharon Hoshida, program director. Nonprofit gallery. Estab. 1973. Approached by 200 artists/year; represents or exhibits 50 artists. Sponsors 1 photography

exhibit/year. Average display time 11 weeks. Open Monday through Thursday from 10 to 9; Friday from 10 to 5. Closed UCSB campus holidays. Exhibition space is roughly 1,000 sq. ft. Overall price range \$10-1,000. Most work sold at \$300.

Exhibits Exhibits photos of babies/children/teens, couples, multicultural, families, parents, senior citizens, disasters, environmental, landscapes/scenics, wildlife, architecture, cities/urban, education, interiors/decorating, religious, rural, adventure, entertainment, events, hobbies, humor, performing arts, sports, travel. Interested in alternative process, avant garde, documentary, erotic, fashion/glamour, fine art, historical/vintage, seasonal.

Making Contact & Terms Artwork is accepted on consignment, and there is no commission. Gallery provides insurance, promotion. Accepted work should be framed. Preference given to residents of Santa Barbara County.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, photocopies, photographs, résumé, slides, SASE. Responds within 3 months, only if interested. Finds artists through word of mouth, portfolio reviews, art exhibits, e-mail and promotional calls to artists.

Tips "Complete your submission thoroughly and include a relevant statement pertaining to the specific exhibit."

■ WORLD FINE ART GALLERY

511 W. 25th St., #803, New York NY 10001-5501. (646)336-1677. Fax: (646)336-6090. E-mail: info@worldfineart.com. Web site: www.worldfineart.com. **Contact:** O'Delle Abney, director. Cooperative gallery. Estab. 1992. Approached by 1,500 artists/year; represents or exhibits 50 artists. Average display time 1 month. Open Tuesday through Saturday from 12 to 6. Closed August. Located in Chelsea, NY; 1,000 sq. ft. Overall price range: \$500-5,000. Most work sold at \$1,500.

Exhibits Exhibits photos of landscapes/scenics, gardening. Interested in fine art.

Making Contact & Terms There is a rental fee for space. The rental fee covers 1 month or 1 year. Gallery provides insurance, promotion and contract. Accepted work should be framed; must be considered suitable for exhibition.

Submissions Write to arrange a personal interview to show portfolio, or e-mail JPEG images. Responds to queries in 1 week. Finds artists through the Internet.

Tips "Have a Web site available for review."

YESHIVA UNIVERSITY MUSEUM

15 W. 16th St., New York NY 10011. (212)294-8330. Fax: (212)294-8335. E-mail: rwulkan@yum.cjh.org. Web site: www.yumuseum.org. **Contact:** Sylvia A. Herskowitz, director. Estab. 1973. Sponsors 6-8 exhibits/year; at least 1 photography exhibit/year. Average display time 4-6 months. The museum occupies 4 galleries and several exhibition arcades. All galleries are handicapped accessible.

Exhibits Seeks "individual or group exhibits focusing on Jewish themes and interests; exhibition-ready work essential."

Making Contact & Terms Send color slide portfolio of 10-12 slides or photos, exhibition proposal, résumé with SASE for consideration. Reviews take place 3 times/year.

Tips "We exhibit contemporary art and photography based on Jewish themes. We look for excellent quality, individuality, and work that reveals a connection to Jewish identity and/or spirituality."

■ ZENITH GALLERY

413 Seventh St. NW, Washington DC 20004. (202)783-2963. Fax: (202)783-0050. E-mail: art@zenithgallery.com. Web site: www.zenithgallery.com. **Contact:** Margery E. Goldberg, owner/director. For-profit gallery. Estab. 1978. Open Tuesday through Friday from 11 to 6; Saturday from 12 to 7; Sunday from 12 to 5. Located in the heart of downtown Washington, DC—street level, 3 exhibition rooms, 2,400 sq. ft. Overall price range: \$500-10,000.

Exhibits Exhibits photos of landscapes/scenics. Interested in avant garde, fine art.

Submissions Mail portfolio for review. Send query letter with artist's statement, bio, brochure, business card, résumé, reviews, photocopies, photographs, slides, CD, SASE. Responds to queries within 1 year, only if interested. Finds artists through art fairs and exhibits, portfolio reviews, referrals by other artists, submissions and word of mouth.

Art Fairs



© Ron Durham

Art fairs (also called art festivals or art shows) can provide photographers with a good source of income. If you like to travel and enjoy making prints, matting and framing, you might want to consider this outlet for selling your work. Art fairs are located all over the United States. Many outdoor fairs occur during the spring, summer and fall months to take advantage of warmer temperatures. However, depending on the region, temperatures could be hot and humid, and not all that pleasant! And, of course, there is always the chance of rain. Indoor art fairs held in November and December are popular because they capitalize on the holiday buying season.

To start selling your photographs at art fairs, you will need an inventory of prints. Some should be framed: Even if customers do not buy the framed pieces, at least they can get an idea of how your work looks framed, which could spur sales of your unframed prints. Ideally, all photos should be matted and stored in protective wraps or bags so that customers can look through your inventory without damaging prints and mats. You will also need a canopy or tent to protect yourself and your wares from the elements, as well as some bins in which to store the prints. A display wall will allow you to show off your best, framed prints. Generally, artists will have a 10-ft. by 10-ft. space in which to set up their tents and canopies. Most listings will specify the dimensions of the exhibition space for each artist.

If you see the “loving cup” icon  before a listing, it means that this art fair is a juried event. In other words, there is a selection process artists must go through to be admitted into the fair. Many art fairs have quotas for the categories of exhibitors. For example, one art fair may accept the mediums of photography, sculpture, painting, metal work and jewelry. Once each category fills with qualified exhibitors, no more will be admitted to the show that year. The jurying process also ensures that the artists who sell their work at the fair meet the sponsor’s criteria for quality. So, overall, if an art fair is juried, that is a good thing for the artists because it signals that they will be exhibiting their work with artists of equal caliber.

There are fees associated with entering art fairs. Most fairs have an application fee or a space fee, or sometimes both. The space fee is essentially a rental fee for the space your booth will occupy during the art fair’s duration. These fees can vary greatly from show to show, so be sure to check this information in each listing before you apply to any art fair.

Most art fair sponsors want to exhibit only work that is handmade by the artist, no matter what medium. Unfortunately, some people try to sell work that they purchased elsewhere as their own original artwork. In the art fair trade, this is known as “buy/sell.” It is an undesirable situation since it tends to bring down the quality of the whole show. Some listings will make a point to say “no buy/sell” or “no manufactured work.”

For more information on selling photography at art fairs, see the advice offered by fine art photographer Ron Durham in the Insider Report in this section.

NORTHEAST & MIDATLANTIC

 ALLENTOWN ART FESTIVAL

P.O. Box 1566, Ellicott Station, Buffalo NY 14205-1566. (716)881-4269. E-mail: allentownartfestival@verizon.net. Web site: www.allentownartfestival.com. **Contact:** Mary Myszkiewicz, president. Estab. 1958. Fine arts & crafts show held annually 2nd full weekend in June. Outdoors. Accepts photography, painting, watercolor, drawing, graphics, sculpture, mixed media, clay, glass, acrylic, jewelry, creative craft (hard/soft). Slides juried by hired professionals that change yearly. Awards/prizes: \$17,925 in 40 cash prizes; Best of Show. Number of exhibitors: 450. Public attendance: 300,000. Free to public. Artists should apply by downloading application from Web site. Deadline for entry: January 31. Application fee: \$15. Space fee: \$225. Exhibition space: 13 x 10 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Artists must be present, have attractive booth, and interact with public."

 AMERICAN ARTS AND CRAFTS SHOW

56 Lexington St., New Britain CT 06052. (860)223-6867, ext. 23. Fax: (860)826-4683. E-mail: trutterb@nbmaa.org. Web site: www.nbmaa.org. **Contact:** Becky Trutter, manager of special events. Estab. 1998. Fine arts & crafts show held annually in September. Outdoors. Accepts photography, paintings, drawings, ceramics, fiber, furniture, glass, jewelry, leather, metal, mixed media, sculpture, wood. Juried by museum staff, artists and buyers following the deadline. Awards/prizes: \$100 each for Best in Show, Best Single Work, Best Booth Presentation. Number of exhibitors: 75-100. Public attendance: 2,000. Public admission: \$5. Artists should apply by completing application available on Web site or by contacting museum. Deadline for entry: March 31. Application fee: \$10. Space fee: \$150-300 prior to deadline; \$175-325 after deadline. Exhibition space: 12 x 12 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Design booth space so it is inviting to buyers. Present work in a professional manner."

 ART IN THE HEART OF THE CITY

171 East State St., Ithaca NY 14850. (607)277-8679. Fax: (607)277-8691. E-mail: phil@downtownithaca.com. Web site: www.downtownithaca.com. **Contact:** Phil White, office manager/event coordinator. Estab. 1999. Sculpture exhibition held annually in early June. Indoors and outdoors. Accepts photography, wood, ceramic, metal, stone. Juried by Public Arts Commission. Number of exhibitors: 28-35. Public attendance: 1,000-2,000. Free to public. Artists should apply by submitting application, artist statement, slides/photos. Deadline for entry: May. Exhibition space depends on placement. For more information, artists should e-mail.

Tips "Be sure there is a market and interest for your work, and advertise early."

 ART IN THE PARK FALL FOLIAGE FESTIVAL

Sponsored by the Chaffee Center for the Visual Arts. 16 S. Main St., Rutland VT 05701. (802)775-0356. Fax: (802)773-4401. E-mail: beyondmarketing@yahoo.com. Web site: www.chaffeeartcenter.org. **Contact:** Sherri Birkheimer, event coordinator. Estab. 1961. Fine arts & crafts show held biannually: Art in the Park Summer Festival held 2nd weekend in August (Saturday and Sunday); Art in the Park Fall Foliage Festival held on Columbus Day weekend (Saturday and Sunday). Outdoors. Accepts photography, clay, fiber, floral, glass, wood, jewelry, soaps and baskets. Juried by a panel of 10-15 judges. Submit 3 slides (2 of artwork and 1 of booth display). Number of exhibitors: 130. Public attendance: 7,000-9,000. Public admission: voluntary donation. Artists should apply by visiting Web site for application. Deadline for entry: "Ongoing jurying, but to receive discount for doing both shows, March 31." Space fee: \$135-310. Exhibition space: 10 x 12 ft. and 20 x 12 ft. For more information, artists should e-mail, visit Web site, call.

Tips "Have a good presentation and variety, if possible (in pricing also), to appeal to a large group of people."

 ART'S ALIVE

200-125th St. & the Bay, Ocean City MD 21842-2247. (410)250-0125. Fax: (410)250-5409. E-mail: Bmoore@ococ.com. Web site: www.ococ.com. **Contact:** Brenda Moore, event coordinator. Estab. 2000. Fine arts show held annually in mid-June. Outdoors. Accepts photography, ceramics, drawing, fiber, furniture, glass, printmaking, jewelry, mixed media, painting, sculpture, fine wood. Juried. Awards/prizes: Best of show, \$2,000; Blue ribbon, \$2000; 6 Judge's Choices, \$500 each; Mayor's Choice; People's Choice. Number of exhibitors: 110. Public attendance: 10,000. Free to public. Artists should apply by downloading application from Web site or call. Deadline for entry: February 28. Space fee: \$75. Exhibition space: 12 x 12 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Apply early."

 ARTS & CRAFTS FESTIVAL

P.O. Box 903, Simsbury Ct., Hartford CT 06070. (860)658-2909. E-mail: ztd65@aol.com. **Contact:** Zita Duffy, co-chairman. Estab. 1978. Arts & crafts show held annually 2nd weekend after Labor Day. Outdoors. Accepts

photography, clothing & accessories, jewelry, toys, wood objects, floral arrangements. Juried. Applicants should submit slides. Number of exhibitors: 140. Public attendance: 15,000-20,000. Free to public. Artists should apply by submitting completed application, 3 labeled slides of work, 1 slide of display and SASE. Deadline for entry: June 25. Space fee: \$115-145. Exhibition space: 11 × 15 ft. frontage. For more information, artists should e-mail or call.

Tips "Display the artwork in an attractive setting."

CHATSWORTH CRANBERRY FESTIVAL

P.O. Box 286, Chatsworth NJ 08019-0286. (609)726-9237. Fax: (609)726-1459. E-mail: lgiamalis@aol.com. Web site: www.cranfest.org. **Contact:** Lynn Giamalis, chairperson. Estab. 1983. Arts & crafts show held annually in October. Outdoors. Accepts photography. Juried. Number of exhibitors: 200. Public attendance: 75,000-100,000. Free to public. Artists should apply by sending SASE to above address. Deadline for entry: September 1. Space fee: \$200. Exhibition space: 15 × 15 ft. For more information, artists should visit Web site.

CHRISTMAS CRAFT SHOW

5989 Susquehanna Plaza Dr., York PA 17406. (717)764-1155, ext.1243. Fax: (717)252-4708. E-mail: joe.alfano@cumulus.com. Web site: www.yorkcraftshows.com. **Contact:** Joe Alfano, marketing assistant. Estab. 1985. Arts & crafts show held annually in mid-December. Indoors. Accepts photography and all hand crafts. Number of exhibitors: 250. Public attendance: 3,000. Public admission: \$3. Artists should apply by visiting Web site or calling or mailing for an entry form. Space fee: \$95. Exhibition space: 10 × 10 ft. Average gross sales/exhibitor: \$1,000-\$2,000. For more information, artists should e-mail, visit Web site or call.

- York Craft Shows also sponsors Holiday Craft Show in late October, the Codorus Summer Blast in late June, and the Summer Craft Show in late July. See listings for these events in this section.

CODORUS SUMMER BLAST

Codorus State Park, Hanover PA 17313. (717)764-1155, ext.1243. Fax: (717)252-4708. E-mail: jalfano@radioyork.com. Web site: www.yorkcraftshows.com. **Contact:** Joe Alfano, marketing/promotions. Estab. 2000. Arts & crafts show held annually in late June. Accepts photography and all crafts. Number of exhibitors: 50. Public attendance: 15,000. Free to the public. Artists should apply on Web site or through the mail. Space fee: \$85. Exhibition space: 20 × 20 ft. Average gross sales/exhibitor: \$1,000-2,000. For more information, artists should e-mail, visit Web site or call.

- York Craft Shows also sponsors Holiday Craft Show in late October, Christmas Craft Show in mid-December and the Summer Craft Show in late July. See listings for these events in this section.

COLORSCAPE CHENANGO ARTS FESTIVAL

P.O. Box 624, Norwich NY 13815. (607)336-3378. E-mail: info@colorscape.org. Web site: www.colorscape.org. **Contact:** Peggy Finnegan, festival director. Estab. 1995. Fine arts & crafts show held annually the weekend after Labor Day. Outdoors. Accepts photography and all types of mediums. Juried. Awards/prizes: \$5,000. Number of exhibitors: 80-85. Public attendance: 14,000-16,000. Free to public. Deadline for entry: March. Application fee: \$15/jury fee. Space fee: \$150. Exhibition space: 12 × 12 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Interact with your audience. Talk to them about your work and how it is created. Don't sit grumpily at the rear of your booth reading a book. People like to be involved in the art they buy and are more likely to buy if you involve them."

CRAFTS AT RHINEBECK

6550 Springbrook Ave., Rhinebeck NY 12572. (845)876-4001. Fax: (845)876-4003. E-mail: fairgrounds@citlink.net. Web site: www.dutchessfair.com. **Contact:** Vicki Imperati, event coordinator. Estab. 1981. Fine arts & crafts show held biannually in late June and early October. Indoors. Accepts photography, fine art, ceramics, wood, mixed media, leather, glass, metal, fiber, jewelry. Juried by 3 slides of work and 1 of booth display. Number of exhibitors: 350. Public attendance: 25,000. Public admission: \$7. Artists should apply by calling for application or downloading application from Web site. Deadline for entry: February 1. Application fee: \$15. Space fee: \$300-730. Exhibition space: 10 × 10 ft. to 15 × 15 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Presentation of work within your booth is very important. Be approachable and inviting."

A DAY IN TOWNE

Boalsburg Memorial Day Committee, 117 E. Boal Ave., Boalsburg PA 16827. (814)466-6311. **Contact:** Margaret Tennis, chairperson for vendors. Estab. May 1980. Arts & crafts show held annually the last Monday in May/Memorial Day weekend. Outdoors. Accepts photography, country fabric, wood, wool knit, soap, jewelry, dried

flowers, pottery, blown glass. Vendor must make own work. Number of exhibitors: 125-135. Public attendance: 20,000. Artists should apply by writing an inquiry letter and sending 2-3 photos; 1 of booth and 2 of the craft. Deadline for entry: January 1-February 1. Space fee: \$60. Exhibition space: 10×15 ft.

Tips "Please do not send fees until you receive an official contract. Have a neat booth, nice smile. Have fair prices—if too high, product will not sell here."

A FAIR IN THE PARK

Box Heart Gallery, 4523 Liberty Ave., Pittsburgh PA 15224. (412)687-8858. Fax: (412)687-6338. E-mail: boxheartexpress@earthlink.net. Web site: www.craftsmensguild.org. **Contact:** Nicole Capozzi, director. Estab. 1969. Fine arts & crafts show held annually weekend after Labor Day. Outdoors. Accepts photography, clay, fiber, jewelry, metal, mixed media, wood, glass, 2D visual arts. Juried. Awards/prizes: 1 Best of Show and 3 Craftsmen's Guild Awards. Number of exhibitors: 115. Public attendance: 30,000+. Free to public. Artists should apply by sending application with jury fee, booth fee and 5 slides. Deadline for entry: May 1. Application fee: \$20. Space fee: \$250. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$700-3,000. For more information, artists should e-mail, visit Web site or call.

Tips "It is very important for you to present your artwork to the public, to concentrate on the business aspects of your career. You will find that you can build a strong customer/collector base by exhibiting your work and by educating the public about your artistic process and passion for creativity."

FORD CITY HERITAGE DAYS

P.O. Box 205, Ford City PA 16226-0205. (724)763-1617. Fax: (724)763-1763. E-mail: pendletonhomer@hotmail.com. Estab. 1980. Arts & crafts show held annually on the Fourth of July. Outdoors. Accepts photography, any handmade craft. Juried by state. Awards/prizes: 1st & 2nd place plaques for best entries. Public attendance: 35,000-50,000. Free to public. Artists should apply by requesting an application by e-mail or telephone. Deadline for entry: April 15. Application fee: \$200. Space fee included with application fee. Exhibition space: 12×17 ft. For more information, artists should e-mail, call or send SASE.

Tips "Show runs for 6 days. Have quality product, be able to stay for length of show, and have enough product."

FOREST HILLS FESTIVAL OF THE ARTS

P.O. Box 477, Smithtown NY 11787-0477. (631)724-5966. Fax: (631)724-5967. E-mail: showtiques@aol.com. Web site: www.showtiques.com. **Contact:** Eileen. Estab. 2001. Fine arts & crafts show held annually in May. Outdoors. Accepts photography, all arts & crafts made by the exhibitor. Juried. Number of exhibitors: 300. Public attendance: 175,000. Free to public. Deadline for entry: until full. Space fee: \$150-175. Exhibition space: 10×10 ft. For more information, artists should visit Web site or call.

GARRISON ART CENTER FINE ART & CRAFT FAIR

P.O. Box 4, 23 Camison's Landing, Garrison NY 10524. (845)424-3960. Fax: (845)424-3960. E-mail: gac@highlands.com. Web site: www.garrisonartcenter.org. Estab. 1969. **Contact:** Libby Turnock, executive director. Fine arts & crafts show held annually the 3rd weekend in August. Outdoors. Accepts all mediums. Juried by a committee of artists and community members. Number of exhibitors: 75. Public attendance: 10,000. Public admission: suggested donation of \$5. Artists should call for application form or download from Web site. Deadline for entry: April. Application fee: \$10. Space fee: \$240; covered booth: \$265. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site, call, send SASE.

Tips "Have an inviting booth and be pleasant and accessible. Don't hide behind your product—engage the audience."

GREAT NECK STREET FAIR

P.O. Box 477, Smithtown NY 11787-0477. (631)724-5966. Fax: (631)724-5967. E-mail: showtiques@aol.com. Web site: www.showtiques.com. **Contact:** Eileen. Estab. 1978. Fine arts & crafts show held annually in May. Outdoors. Accepts photography, all arts & crafts made by the exhibitor. Juried. Number of exhibitors: 250. Public attendance: 50,000. Free to public. Deadline for entry: until full. Space fee: \$150-175. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

HOLIDAY CRAFT SHOW

5989 Susquehanna Plaza Dr., York PA 17406. (717)764-1155, ext. 1243. Fax: (717)252-4708. E-mail: joe.alfano@cumulus.com. Web site: www.yorkcraftshows.com. **Contact:** Joe Alfano, marketing/promotions. Estab. 1984. Arts & crafts show held annually in late October. Indoors. Accepts photography and all hand crafts. Number of exhibitors: 170. Public attendance: 3,000. Public admission: \$3. Artists should apply by visiting Web site or calling or mailing for an entry form. Space fee: \$95. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$1,000-\$2,000. For more information, artists should e-mail, visit Web site or call.

- York Craft Shows also sponsors Christmas Craft Show in mid-December, the Codorus Summer Blast in late June, and the Summer Craft Show in late July. See listings for these events in this section.

HOME, CONDO AND GARDEN ART & CRAFT FAIR

P.O. Box 486, Ocean City MD 21843. (410)524-7020. Fax: (410)524-0051. E-mail: oceanpromotions@beachin.net. Web site: www.oceanpromotions.info. **Contact:** Mike, promoter; Starr, assistant. Estab. 1984. Fine arts & crafts show held annually in March. Indoors. Accepts photography, carvings, pottery, ceramics, glass work, floral, watercolor, sculpture, prints, oils, pen and ink. Number of exhibitors: 125. Public attendance: 18,000. Public admission: \$7/adults; \$6/seniors and students; 13 and under free. Artists should apply by downloading application from Web site or e-mailing request. Deadline for entry: until full. Space fee: \$225. Exhibition space: 10×8 ft. For more information, artists should e-mail, visit Web site or call.

JOHNS HOPKINS UNIVERSITY SPRING FAIR

3400 N. Charles St., Mattin Suite 210, Baltimore MD 21218. (410)513-7692. Fax: (410)516-6185. E-mail: springfair@gmail.com. Web site: www.jhuspringfair.com. **Contact:** Catalina McCallum, arts & crafts chair. Estab. 1972. Fine arts & crafts, campus-wide festival held annually in April. Outdoors. Accepts photography and all mediums. Juried. Number of exhibitors: 80. Public attendance: 20,000+. Free to public. Artists should apply via Web site. Deadline for entry: March 1. Space fee: \$200. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Artists should have fun displays, good prices, good variety and quality pieces."

LILAC FESTIVAL ARTS & CRAFTS SHOW

171 Reservoir Ave., Rochester NY 14620. (585)256-4960. Fax: (585)256-4968. E-mail: info@lilacfestival.com. Web site: www.lilacfestival.com. **Contact:** Sue LeBeau, art show coordinator. Estab. 1985. Arts & crafts show held annually in May. Outdoors. Accepts photography, painting, ceramics, woodworking, metal sculpture, fiber. Juried by a panel. Number of exhibitors: 150. Public attendance: 25,000. Free to public. Deadline for entry: March 1. Space fee: \$190. Exhibition space: 10×10 ft. For more information, artists should visit Web site or send SASE.

MONTAUK POINT LIONS CLUB

P.O. Box 683, Montauk NY 11954. (631)668-5300. Fax: (631)668-1214. **Contact:** John McDonald, chairman. Estab. 1970. Arts & crafts show held annually Labor Day weekend. Outdoors. Accepts photography, arts & crafts. Number of exhibitors: 100. Public attendance: 1,000. Free to public. Artists should apply by mail. Deadline for entry: Labor Day Saturday. Application fee: \$125. Exhibition space: 100 sq. ft. For more information, artists should send SASE.

NORTH CONGREGATIONAL PEACH FAIR

17 Church St., New Hartford CT 06057. (860)379-2466. Estab. 1996. Arts & crafts show held annually in mid-August. Outdoors. Accepts photography, most arts & crafts. Number of exhibitors: 50. Public attendance: 500-2,000. Free to public. Artists should call for application form. Deadline for entry: June 1, 2007. Application fee: \$60. Exhibition space: 11×11 ft.

Tips "Be prepared for all kinds of weather."

PARADISE CITY ARTS FESTIVALS

30 Industrial Dr. E., Northampton MA 01060-2351. (800)511-9725. Fax: (413)587-0966. E-mail: artist@paradisecityarts.com. Web site: www.paradisecityarts.com. **Contact:** Katherine Sanderson. Estab. 1995. Five fine arts & crafts shows held annually in March, April, May, October and November. Indoors. Accepts photography, all original art & fine craft media. Juried by 5 slides or digital images of work and an independent board of jury advisors. Number of exhibitors: 150-275. Public attendance: 5,000-20,000. Public admission: \$12. Artists should apply by submitting name and address to be added to mailing list or print application from Web site. Deadline for entry: September 20th and April 1. Application fee: \$30. Space fee: \$650-1,500. Exhibition space: 10×10 ft. to 10×20 ft. For more information, artists should e-mail, visit Web site or call.

PAWLING ARTS & CRAFTS FESTIVAL

115 Chas. Colman Blvd., Pawling NY 12564-1120. (845)855-5626. Fax: (845)855-1798. **Contact:** Verna Carey, chairman. Estab. 1991. Arts & crafts show held annually in late September. Accepts photography, handcrafts. No kit work. Juried.

PETERS VALLEY CRAFT FAIR

19 Kuhn Rd., Layton NJ 07851. (973)948-5200. Fax: (973)948-0011. E-mail: pv@warwick.net. Web site: www.pvcrafts.org. **Contact:** Nancy Nolte, development director. Estab. 1970. Arts & crafts show held annually in late

September. Indoors. Accepts photography, ceramics, fiber, glass, basketry, metal, jewelry, sculpture, printmaking, paper book art, drawing, painting. Juried. Awards/prizes: \$1,300 in cash awards. Number of exhibitors: 200. Public attendance: 7,000-10,000. Public admission: \$7. Artists should apply by downloading application from Web site. Deadline for entry: May 30. Jury fee: \$25. Space fee: \$350. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$2,000-3,000. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Have fun, have an attractive booth design, and a diverse price range."

QUAKER ARTS FESTIVAL

P.O. Box 202, Orchard Park NY 14127. (716)677-2787. **Contact:** Randy Kroll, chairman. Estab. 1961. Fine arts & crafts show held annually in September. Outdoors. Accepts photography, painting, graphics, sculpture, crafts. Juried by 4 panelists during event. Awards/prizes: over \$10,000 total cash prizes. Number of exhibitors: 330. Public attendance: 75,000. Free to the public. Artists should apply by sending SASE. Deadline for entry: August. Space fee: \$175. Exhibition space: 10×12 ft. For more information, artists should call, send SASE.

Tips "Have an inviting booth and be pleasant and accessible. Don't hide behind your product—engage the audience."

SACO SIDEWALK ART FESTIVAL

P.O. Box 336, 146 Main St., Saco ME 04072. (207)286-3546. E-mail: sacospirit@hotmail.com. Web site: www.sacospirit.com. **Contact:** Ann-Marie Mariner, downtown director. Estab. 1970. Fine arts & crafts show held annually the last Saturday in June. Outdoors. Accepts photography, sculpture, mixed media, painting, silk screening, graphics. Juried by a committee of judges with an art/media background. Awards/prizes: Best of Show, First Runner-up, Merit Awards, People's Choice Award, Purchase Prizes. Number of exhibitors: 115-125. Public attendance: 5,000. Free to the public. Space fee: \$50. Exhibition space: 10×10 ft. Artists should e-mail, call for more information.

Tips "Offer a variety of pieces priced at various levels."

SPRINGFEST AND SEPTEMBERFEST

P.O. Box 677, Nyack NY 10960-0677. (845)353-2221. Fax: (845)353-4204. Web site: www.nyack-ny.com. **Contact:** Lorie Reynolds, executive director. Estab. 1980. Arts & crafts show held biannually in April and September. Outdoors. Accepts photography, pottery, jewelry, leather, clothing, etc. Number of exhibitors: 220. Public attendance: 30,000. Free to public. Artists should apply by submitting application, fees, permits, photos of product and display. Deadline for entry: 15 days before show. Space fee: \$175. Exhibition space: 10×10 ft. For more information, artists should visit Web site, call or send SASE.

SUMMER CRAFT SHOW

Memorial Hall York Expo Center, York PA 17402. (717)764-1155, ext. 1243. Fax: (717)252-4708. E-mail: jalfano@radioyork.com. Web site: www.yorkcraftshows.com. **Contact:** Joe Alfano, marketing/promotions. Estab. 1976. Arts & crafts show held annually in late July. Accepts photography and handmade crafts. Number of exhibitors: 100. Public attendance: 3,000. Public admission: \$3. Artists should apply on the Web site or through the mail. Space fee: \$95. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$1,000-2,000.

- York Craft Shows also sponsors Holiday Craft Show in late October, the Codours Summer Blast in late June, and the Christmas Craft Show in mid-December. See listings for these events in this section.

SYRACUSE ARTS & CRAFTS FESTIVAL

109 S. Warren St. #1900, Syracuse NY 13202. (315)422-8284. Fax: (315)471-4503. E-mail: mail@downtownsyraeuse.com. Web site: www.syracuseartsandcraftsfestival.com. **Contact:** Laurie Reed, festival director. Estab. 1970. Fine arts & crafts show held annually in July. Outdoors. Accepts photography, ceramics, fabric/fiber, glass, jewelry, leather, metal, wood, computer art, drawing, printmaking, painting. Juried by 4 independent jurors. Jurors review 4 slides of work and 1 slide of booth display. Awards/prizes: \$5,000, Award of Distinction/Medium, Best of Show, Best of Display, and Honorable Mentions. Number of exhibitors: 170. Public attendance: 50,000. Free to public. Artists should apply by calling for application or downloading from Web site. Deadline for entry: March 16. Application fee: \$225. Space fee: \$15. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

WASHINGTON SQUARE OUTDOOR ART EXHIBIT

115 East 9th St. #7C, New York NY 10003. (212)982-6255. Fax: (212)982-6256. Web site: www.washingtonsquareoutdoorartexhibit.org. **Contact:** Margot J. Lufit, executive director. Estab. 1931. Fine arts & crafts show held semiannually: Memorial Day weekend and the following weekend in May/early June, and Labor Day weekend and following weekend in September. Outdoors. Accepts photography, oil, watercolor, graphics, mixed media,

sculpture, crafts. Juried by submitting 5 slides of work and 1 of booth. Awards/prizes: certificates, ribbons and cash prizes. Number of exhibitors: 200. Public attendance: 200,000. Free to public. Artists should apply by sending a SASE or downloading application from Web site. Deadline for entry: March 3, Spring Show; July 7, Fall Show. Application fee: \$20. Exhibition space: 10×5 ft. For more information, artists should call or send SASE.

Tips "Price work sensibly."

WESTMORELAND ART NATIONALS

252 Twin Lakes Rd., Latrobe PA 15650-3554. (724)834-7474. E-mail: info@artsandheritage.com. Web site: www.artsandheritage.com. **Contact:** Donnie Guthrie, executive director. Estab. 1975. Fine arts & crafts show held annually in July. Indoors. Accepts photography, all mediums. Juried: 2 jurors review slides. Awards/prizes: \$5,000+ in prizes. Number of exhibitors: 200. Public attendance: 100,000. Free to public. Artists should apply by downloading application from Web site. Application fee: \$35/craft show; \$25/fine art exhibit. Space fee: \$325. Exhibition space: 10×10 ft. For more information, artists should visit Web site.

Tips "Sell the product; don't let the product sell itself."

WILD WIND FOLK ART & CRAFT FESTIVAL

719 Long Lake, New York NY 12847. (814)723-0707 or (518)624-6404. E-mail: wildwindcraftshow@yahoo.com. Web site: www.wildwindfestival.com. **Contact:** Liz Allen or Carol Jilk, promoters. Estab. 1979. Fine arts & crafts show held annually weekend after Labor Day. Barn locations and outdoors. Accepts photography, paintings, pottery, jewelry, traditional crafts, prints, stained glass. Juried by promoters. Three photos or slides of work plus 1 of booth if available. Number of exhibitors: 140. Public attendance: 8,000. Public admission: \$5/adult; \$3/seniors; 12 & under free. Artists should apply by visiting Web site and filling out application request, calling or sending a written request.

MIDSOUTH & SOUTHEAST

AFFAIR ON THE SQUARE

112 Lafayette Pkwy., LaGrange GA 30240. (706)882-3267. Fax: (706)882-2878. E-mail: cvam@charter.net. Web site: www.cvam-online.org. **Contact:** Owen Holleran, event registrar. Estab. 1963. Fine arts & crafts show held annually in late May. Outdoors. Accepts photography, painting, prints, drawings, ceramics, sculpture, fiber, jewelry, glass. Juried. Review of slides by juror to select participants then selects winners on the 1st day of exhibit. Awards/prizes: cash awards totaling \$2,000. Number of exhibitors: 55. Public attendance: 8,000. Free to public. Artists should apply by submitting name and address to review prospectus, or download prospectus from Web site. Deadline for entry: May 1. Space fee: \$75. Exhibition space: 12×12 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Well done, reasonably priced art sells; be yourself, sell yourself."

ANNUAL VOLVO MAYFAIRE-BY-THE-LAKE

Polk Museum of Art, 800 E. Palmetto St., Lakeland FL 33801. (863)688-7743, ext. 237. Fax: (863)688-2611. E-mail: mayfaire@polkmuseumofart.org. Web site: www.PolkMuseumOfArt.org. Estab. 1971. Fine arts & crafts show held annually in May on Mother's Day weekend. Outdoors. Accepts photography, oil, acrylic, watercolor, drawing & graphics, sculpture, clay, jewelry, glass, wood, fiber, mixed media. Juried by a panel of jurors who will rank the artists' bodies of work based on 3 slides of works and 1 slide of booth setup. Awards/prizes: 2 Best of Show, 3 Awards of Excellence, 8 Merit Awards, 10 Honorable Mentions, Museum Purchase Awards, Collectors Club Purchase Awards, which equal over \$25,000. Number of exhibitors: 185. Public attendance: 65,000. Free to public. Artists should download application from Web site to apply. Deadline for entry: March 1. Application fee: \$25. Space fee: \$145. Exhibition space: 10×10 ft. For more information, artists should visit Web site or call.

APPLE ANNIE CRAFTS & ARTS SHOW

4905 Roswell Rd. NE, Marietta GA 30062. (770)552-6400, ext. 6110. Fax: (770)552-6420. E-mail: appleannieshow@st-ann.org. Web site: www.st-ann.org/appleannie. **Contact:** Show Manager. Estab. 1981. Arts & crafts show held annually 1st weekend in December. Indoors. Accepts photography, woodworking, ceramics, pottery, painting, fabrics, glass. Juried. Number of exhibitors: 135. Public attendance: 5,000. Public admission: \$2. Artists should apply by visiting Web site to print an application form, or call to have one sent to them. Deadline: May 1. Application fee: \$130. Exhibition space: 72 sq. ft. For more information, artists should e-mail, visit Web site, call.

Tips "Have an open, welcoming booth and be accessible and friendly to customers."

APPLE CHILL & FESTIFALL

200 Plant Rd., Chapel Hill NC 27514. (919)968-2784. Fax: (919)932-2923. E-mail: lradsen@townofchapelhill.org. Web sites: www.applechill.com and www.festifall.com. **Contact:** Lauren Rodson, lead event coordinator. Estab. 1972. Apple Chill street fair held annually 3rd full weekend in April; Festifall street fair held annually 1st weekend in October. Estab. 1972. Outdoors. Accepts photography, pottery, painting, fabric, woodwork, glass, jewelry, leather, sculpture, tile. Juried by application process; actual event is not juried.

ART FESTIVAL BETH-EL

400 S. Pasadena Ave., St. Petersburg FL 33707. (227)347-6136. Fax: (227)343-8982. **Contact:** Sonya Miller, chairwoman. Estab. 1972. Fine arts & crafts show held annually the last weekend in January. Indoors. Accepts photography, painting, jewelry, sculpture, woodworking. Juried by special committee on-site or through slides. Awards/prizes: \$7,500 prize money; \$100,000 Purchase Award. Number of exhibitors: 150-175. Public attendance: 8,000-10,000. Free to the public. Artists should apply by application with photos or slides; show is invitational. Deadline for entry: September. Space fee: \$25. Exhibition space: 4 × 8 ft. panels or wall space. For more information, artists should call.

Tips "Don't crowd display panels with artwork. Make sure your prices are on your pictures. Speak to customers about your work."

ART IN THE PARK

1 Gypsy Hill Part, Staunton VA 24401. (540)885-2028. E-mail: info@saartcenter.org. Web site: www.saartcenter.org. **Contact:** Leah Dubinski, office manager; Beth Hodges, executive director. Estab. 1966. Fine arts & crafts show held annually 3rd Saturday in May. Outdoors. Accepts photography, oil, watercolor, pastel, acrylic, clay, porcelain, pottery, glass, wood, metal, almost anything as long as it is handmade fine art/craft. Juried by submitting 4 photos or slides that are representative of the work to be sold. Award/prizes: Grand Winner. Number of exhibitors: 100. Public attendance: 3,000-4,000. Free to public. Artists should apply by sending in application. Application fee: \$15. Space fee: \$75/members; \$100/nonmembers. Exhibition space: 10 × 10 ft. For more information, artists should e-mail or call.

ART IN THE PARK

P.O. Box 1540, Thomasville GA 31799. (229)227-7020. Fax: (229)227-3320. E-mail: roshowfest@thmoasville.org. Web site: www.downtownthomasville.com. **Contact:** Felicia Brannen, festival coordinator. Estab. 1998-1999. Arts & crafts show held annually in April. Outdoors. Accepts photography, handcrafted items, oils, acrylics, woodworking, stained glass, other varieties. Juried by a selection committee. Number of exhibitors: 60. Public attendance: 5,000. Free to public. Artists should apply by application. Deadline for entry: March 1. Space fee: \$75, varies by year. Exhibition space: 20 × 20 ft. For more information, artists should e-mail or call.

Tips "Most important, be friendly to the public and have an attractive booth display."

BIG ARTS ART FAIR

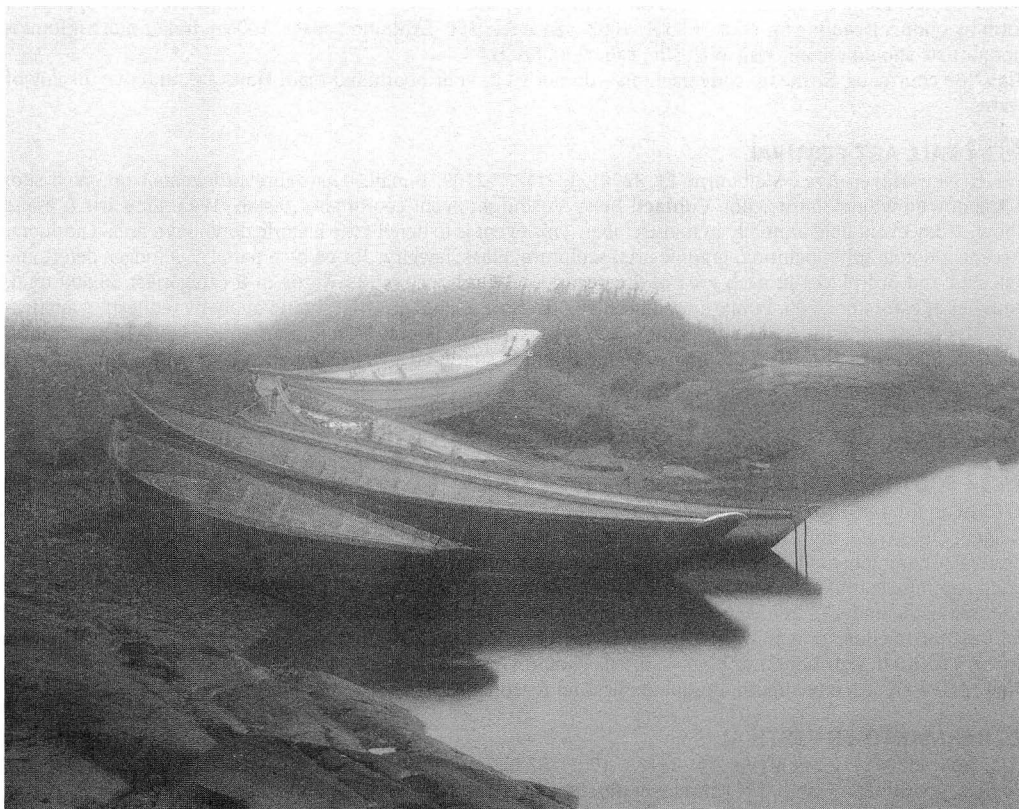
900 Dunlop Rd., Sanibel FL 33957. (239)395-0900. Fax: (239)395-0330. E-mail: ncunnigham@bigarts.org. Web site: www.bigarts.org. **Contact:** Natalie Cunningham, programs assistant. Estab. 1979. Fine arts & crafts show held annually the Friday and Saturday after Thanksgiving. Outdoors. Accepts photography, ceramics, graphics, painting, original wearable art, glass, jewelry, fiber, mixed media, sculpture, garden art. Juried by 1 judge who changes annually. Awards/prizes: cash. Number of exhibitors: 80-90. Public attendance: 3,000-5,000. Public admission: \$3. Artists should apply by visiting Web site or calling after June 1 for application. Deadline for entry: late September. Application/space fee: \$150. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site or call.

CHERRY BLOSSOM FESTIVAL OF CONYERS

1996 Centennial Olympic Parkway, Conyers GA 30013. (770)860-4190. Fax: (770)602-2500. E-mail: rebecca.hill@conyersga.com. **Contact:** Rebecca Hill, event manager. Estab. 1981. Arts & crafts show held annually in late March. Outdoors. Accepts photography, paintings. Juried. Number of exhibitors: 300. Public attendance: 40,000. Free to public; \$5 parking fee. Deadline for entry: January. Space fee: \$125/booth. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site or call.

CHRISTMAS IN NOVEMBER

2-14th St., Wheeling WV 43971. (304)233-7000. E-mail: sfedorko@wesbancoarena.com. **Contact:** Sonya Fedorko, coordinator. Estab. 1990. Seasonal/holiday arts & crafts show held annually the weekend before Thanksgiving. Indoors. Accepts photography. Juried. Number of exhibitors: 200. Public attendance: 12,000. Public admission: \$2. Deadline for entry: August. Exhibition space: 10 × 10 ft. For more information, artists should e-mail with Christmas-in-November in the subject line.



Ronald G. Levi has had success selling this image and other water scenes at art fairs. "People who purchase fine art prints at an art show are looking for an image that evokes an emotion," he says. Levi believes that having an attractive, professional-looking display and archival-quality materials is important. "Display a statement that gives potential patrons information about the quality of the materials you use for mounting your fine art prints."

Tips "Know your market. Our market looks for great buys. If you are selling wreaths for \$80, you can't sell in our market. Don't sit in the corner; talk with the customer."

CHURCH STREET ART & CRAFT SHOW

P.O. Box 1409, Waynesville NC 28786. (828)456-3517. Fax: (828)456-2001. E-mail: downtownwaynesville@charter.net. Web site: www.downtownwaynesville.com. **Contact:** Ronald Huelster, executive director. Estab. 1983. Fine arts & crafts show held annually 2nd Saturday in October. Outdoors. Accepts photography, paintings, fiber, pottery, wood, jewelry. Juried by committee: submit 4 slides or photos of work and 1 of booth display. Awards/prizes: \$1,000 cash prizes in 1st, 2nd, 3rd and Honorable Mentions. Number of exhibitors: 100. Public attendance: 15,000-18,000. Free to public. Deadline for entry: August 15. Application/space fee: \$95-165. Exhibition space: 10×12 ft. to 12×20 ft. For more information, artists should e-mail, call or send SASE.

Tips Recommends "quality in work and display."

ELIZABETHTOWN FESTIVAL

818 Jefferson, Moundsville WV 26041. (304)843-1170. Fax: (304)845-2355. E-mail: jvhblake@aol.com. Web site: www.wvpentours.com. **Contact:** Sue Riggs at (304)843-1170 or Hilda Blake at (304)845-2552, co-chairs. Estab. 1999. Arts & crafts show held annually the 3rd weekend in May (Saturday and Sunday). Sponsored by the Moundsville Economic Development Council. Also includes heritage exhibits of 1800s-era food and entertainment. Indoors and outdoors. Accepts photography, crafts, wood, pottery, quilts, jewelry. "All items must be made by the craftspeople selling them; no commercial items." Juried based on design, craftsmanship and creativity. Submit 5 photos: 3 of your medium; 2 of your booth set-up. Jury fee: \$10. Number of exhibitors:

70-75. Public attendance: 3,000-5,000. Public admission: \$3. Artists should apply by requesting an application form by phone. Deadline for entry: May 1, 2007. Space fee: \$50. Exhibition space: 100 sq. ft. For more information, artists should e-mail, visit Web site, call, send SASE.

Tips "Be courteous. Strike up conversations—do not sit in your booth and read! Have an attractive display of wares."

FALL ART FESTIVAL

825 E. New Haven Ave., Melbourne FL 32901. (321)777-2109. E-mail: betsy@brevardevents.com. Web site: www.downtownmelbourne.com. **Contact:** Betsy Vosburgh, event coordinator. Estab. 1992. Fine arts & crafts show, 2-day event held annually in mid-October. This event is to benefit the historic downtown area. Outdoors. Accepts photography, painting, graphic arts, sculpture, glass, jewelry. Juried by a panel; 2-3 judges determine 1st, 2nd and 3rd places in each area of 8 categories. Awards/prizes: 3 awards in 8 categories; \$6,800 total. Number of exhibitors: 200. Public attendance: 10,000. Free to public. Artist should apply by requesting application and returning with 4 slides or photos; 3 of work and 1 of booth. Deadline for entry: July 31. Application fee: \$15. Space fee: \$132.50 (\$125 + sales tax). Exhibition space: 10 × 10 ft. For more information, artists should send e-mail.

Tips "Have a creative display. Be outgoing but not pushy. Be flexible; stay in it for the long term. One show won't make or break your career. Suggestions: give them and take them."

FOOTHILLS CRAFTS FAIR

2753 Lynn Rd. #A, Tryon NC 28782-7870. (828)859-7427. E-mail: bbqfestival@azztez.net. Web site: www.BlueRidgeBBQFestival.com. **Contact:** Julie McIntyre. Estab. 1993. Fine arts & crafts show and Blue Ridge BBQ Festival/Championship held annually 2nd Friday and Saturday in June. Outdoors. Accepts photography, handcrafts; nothing manufactured or imported. Juried. Number of exhibitors: 50. Public attendance: 25,000 + . Public admission: \$6; under 12 free. Artists should apply by downloading application from Web site or sending personal information to e-mail or mailing address. Deadline for entry: March 30. Jury fee: \$25. Space fee: \$150. Exhibition space: 10 × 10 ft. For more information, artists should visit Web site.

Tips "Have an attractive booth, unique items, and reasonable prices."

GERMANTOWN FESTIVAL

P.O. Box 381741, Germantown TN 38183. (901)757-9212. E-mail: gtownfestival@aol.com. **Contact:** Melba Fristick, coordinator. Estab. 1971. Arts & crafts show held annually weekend after Labor Day. Outdoors. Accepts photography, all arts & crafts mediums. Number of exhibitors: 400 + . Public attendance: 65,000. Free to public. Artists should apply by sending applications by mail. Deadline for entry: until filled. Application/space fee: \$190-240. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, call or send SASE.

Tips "Display and promote to the public. Price attractively."

GOLD RUSH DAYS

P.O. Box 774, Dahlonega GA 30533. (706)864-7247. Web site: dahlonegajaycees.com. **Contact:** Gold Rush Chairman. Arts & crafts show held annually the 3rd full week in October. Accepts photography, paintings and homemade, handcrafted items. No digitally originated art work. Outdoors. Number of exhibitors: 300. Public attendance: 200,000. Free to the public. Artists should apply online at www.dahlonegajaycees.com under "Gold Rush," or send SASE to request application. Deadline: March. Space fee: \$225, "but we reserve the right to raise the fee to cover costs." Exhibition space: 10 × 10 ft. Artists should e-mail, visit Web site for more information.

Tips "Talk to other artists who have done other shows and festivals. Get tips and advice from those in the same line of work."

HIGHLAND MAPLE FESTIVAL

P.O. Box 223, Monterey VA 24465-0223. (540)468-2550. Fax: (540)468-2551. E-mail: highcc@cfw.com. Web site: www.highlandcounty.org. **Contact:** Carolyn Pottowsky, executive director. Estab. 1958. Fine arts & crafts show held annually 2nd and 3rd weekends in March. Indoors and outdoors. Accepts photography, pottery, weaving, jewelry, painting, wood crafts, furniture. Juried by 3 photos or slides. Number of exhibitors: 150. Public attendance: 35,000-50,000. Public admission: \$2. Deadline for entry: "There is a late fee after December 20, 2006. Vendors accepted until show is full." Space fee: \$125-\$150. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site, call.

Tips "Have quality work and good salesmanship."

HIGHLANDS ART LEAGUE'S ANNUAL FINE ARTS & CRAFTS FESTIVAL

1989 Lakeview Dr., Sebring FL 33870. (863)385-5312. Fax: (863)385-5336. E-mail: info@highlandsartleague.com. Web site: www.highlandsartleague.com. **Contact:** Show Coordinator. Estab. 1966. Fine arts & crafts show

held annually 2nd weekend of November. Outdoors. Accepts photography, pottery, painting, jewelry, fabric. Juried "based on quality of work." Awards/prizes: monetary awards up to \$1,500 and Purchase Awards. Number of exhibitors: 100+. Public attendance: 15,000+. Free to the public. Artists should apply by calling or visiting Web site for application form after May 1. Deadline for entry: October. Application fee: \$60 plus \$15 jury fee. Exhibition space: 10×14 ft. Artists should e-mail for more information.

HOLIDAY ARTS & CRAFTS SHOW

60 Ida Lee Dr., Leesburg VA 20176. (703)777-1368. Fax: (703)737-7165. E-mail: lfountain@leesburgva.gov. Web site: www.idalee.org. **Contact:** Linda Fountain, program supervisor. Estab. 1990. Arts & crafts show held annually 1st weekend in December. Indoors. Accepts photography, jewelry, pottery, baskets, personal care, clothing, accessories. Juried. Number of exhibitors: 100. Public attendance: 4,000. Free to public. Artists should apply by downloading application from Web site. Deadline for entry: August 31. Space fee: \$100-150. Exhibition space: 10×7 ft. For more information, artists should e-mail or visit Web site.

HOLLY ARTS & CRAFTS FESTIVAL

P.O. Box 2122, Pinehurst NC 28370. (910)295-7462. E-mail: sbharrison@earthlink.net. Web site: www.pinehurstbusinessguild.com. **Contact:** Susan Harrison, Holly Arts & Crafts committee. Estab. 1978. Arts & crafts show held annually the 3rd Saturday in October. Outdoors. Accepts photography and crafts. Juried based on uniqueness, quality of product, and overall display. Awards/prizes: plaque given to Best in Show; 2 Honorable Mentions receive ribbons. Number of exhibitors: 200. Public attendance: 7,000. Free to the public. Artists should apply by filling out application form. Deadline for entry: March 15, 2007. Space fee: \$60. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site, call, send SASE.

HOT SPRINGS ARTS & CRAFTS FAIR

Garland County Fairgrounds, Higdon Ferry Rd., Hot Springs AR 71912. (501)767-0254. E-mail: klccroyboy@aol.com. **Contact:** Paula Chandler, public relations. Estab. 1968. Fine arts & crafts show held annually 1st full weekend in October. Indoors and outdoors. Accepts photography and varied mediums ranging from heritage, crafts, jewelry, furniture. Juried by a committee of 12 crafter and artist volunteers. Number of exhibitors: 350+. Public attendance: 50,000+. Free to public. Deadline for entry: August. Space fee: \$100. Exhibition space: 10×8 ft. For more information, artists should e-mail or call.

INTERNATIONAL FOLK FESTIVAL

201 Hay St., Fayetteville NC 28302. (910)323-1776. Fax: (910)323-1727. E-mail: jasonc@theartscouncil.com. Web site: www.theartscouncil.com. **Contact:** Jason Clough, special events manager. Estab. 1978. Fine arts & crafts show held annually in late September. Outdoors. Accepts photography, painting, pottery, wood work, sculpture. Juried. Awards/prizes: cash prizes in several categories. Number of exhibitors: 120+. Public attendance: 70,000. Free to public. Artists should apply online. Deadline for entry: mid-September. Application fee: \$60 for original arts & crafts; includes space fee. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$500. For more information, artists should e-mail or visit Web site.

Tips "Have reasonable prices."

ISLE OF EIGHT FLAGS SHRIMP FESTIVAL

18 N. Second St., Ferninda Beach FL 32034. (904)271-7020. Fax: (904)261-1074. E-mail: islandart@net-magic.net. Web site: www.islandart.org. **Contact:** Shrimp Festival Committee Chairperson. Estab. 1963. Fine arts & crafts show and community celebration held annually 1st weekend in May. Outdoors. Accepts photography and all mediums. Juried. Awards/prizes: \$9,700 in cash prizes. Number of exhibitors: 425. Public attendance: 150,000. Free to public. Artists should apply by downloading application from Web site. Deadline for entry: January 1. Application fee: \$30. Space fee: \$200. Exhibition space: 10×12 ft. Average gross sales/exhibitor: \$1,500+. For more information, artists should visit Web site.

Tips "Quality product and attractive display."

KETNER'S MILL COUNTY ARTS FAIR

P.O. Box 322, Lookout Mountain TN 37350. (243)267-5702. Fax: (423)757-1343. **Contact:** Sally McDonald. Estab. 1977. Arts & crafts show held annually the 3rd weekend in October. Outdoors. Accepts photography, painting, prints, dolls, fiber arts, baskets, folk art, wood crafts, jewelry, musical instruments, sculpture, pottery, glass. Juried. Prizes: 1st: \$75 and free booth for following year; 2nd: \$50 and free booth for following year; 3rd: free booth for following year; People's Choice Award. Number of exhibitors: 150. Number of attendees: 10,000/day, depending on weather. Public admission: \$5. Artists should call or send SASE to request a prospectus/application. Deadline for entry: August 1, 2007. Space fee: \$125. Exhibition space: 15×15 ft. Average gross sales/exhibitor: \$1,500.

Tips "Display your best and most expensive work, framed. But also have smaller unframed items to sell. Never underestimate a show: Someone may come forward and buy a large item."

LAZY RIVER ARTS & CRAFT FESTIVAL

4310 Tillson Rd., Wilmington NC 28412. E-mail: wnyppremier@ec.rr.com. Web site: www.wnyppremierpromotions.com. **Contact:** Ed Kaczynski, Premier Promotions Company. Estab. 1994. Fine arts & crafts show held annually in mid-September. Outdoors. Accepts photography. Everything must be created by the artists themselves. No buy/sell. Juried by application and jury form along with slides or photos of work and biography. No fee for application or jury form. Awards/prizes: Best Art and Best Craft. Both winners receive free booth the following year. Number of exhibitors: 100. Public attendance: 5,000. Free to public. Artists should apply by calling or visiting Web site for application. Deadline for entry: until show is filled. Space fee: \$200-225. Exhibition space: 10 × 10 ft. or 10 × 10-ft. corner. Average gross sales/exhibitor: \$2,000. For more information, artists should e-mail, visit Web site or call.

LEEPER PARK ART FAIR

22180 Sundance Court #504, Estero FL 33928. (970)259-2606. Fax: (970)259-6571. E-mail: brian@durangoarts.org. Web site: www.durangoarts.org. **Contact:** Judy Ladd, director. Estab. 1967. Fine arts & crafts show held annually in June. Indoors. Accepts photography and all areas of fine art. Juried by slides. Awards/prizes: \$3,500. Number of exhibitors: 120. Public attendance: 10,000. Free to public. Artists should apply by submitting application along with fees. Deadline for entry: March 1. Application fee: \$15. Space fee: \$195. Exhibition space: 12 × 12 ft. Average gross sales/exhibitor: \$5,000. For more information, artists should e-mail or send SASE.

Tips "Make sure your booth display is well presented and, when applying, slides are top notch!"

LUTZ ARTS & CRAFTS FESTIVAL

P.O. Box 656, Lutz FL 33548-0656. (813)949-1937 or (813)949-7060. Fax: (813)949-7060. **Contact:** Phyllis Hoedt, co-director; Shirley Simmons, co-director. Estab. 1979. Fine arts & crafts show held annually in December. Outdoors. Accepts photography, sculpture. Juried. Directors make final decision. Awards/prizes: \$2,000 plus other cash awards. Number of exhibitors: 250. Public attendance: 35,000. Free to public. Deadline for entry: September 1 of each year or until category is filled. Application fee: \$100. Exhibition space: 12 × 12 ft. For more information, artists should call or send SASE.

Tips "Have varied price range."

MOUNTAIN STATE FOREST FESTIVAL

P.O. Box 388, 101 Lough St., Elkins WV 26241. (304)636-1824. Fax: (304)636-4020. E-mail: msff@forestfestival.com. **Contact:** Pam Keller, executive secretary. Estab. 1930. Arts, crafts & photography show held annually in early October. Accepts photography and homemade crafts. Awards/prizes: cash awards for photography only. Number of exhibitors: 50. Public attendance: 50,000. Free to the public. Artists should apply by requesting an application form. Application fee: \$100. Exhibition space: 10 × 10 ft. For more information, artists should visit Web site, call.

NATIVE AMERICAN DANCE & CRAFTS FESTIVAL

5181 DeSoto Caverns Parkway, Childersburg AL 35044-5663. (256)378-7252. Fax: (256)378-3678. E-mail: fun@desotocavernspark.com. Web site: www.DeSotoCavernsPark.com. **Contact:** Bonita Rouse, manager. Estab. 1975. Arts & crafts show held biannually in early April and late September. Number of exhibitors: 80. Public attendance: 10,000. Public admission: \$10/adult; \$8/children 4-6. Artists should apply by writing or downloading application from Web site. Deadline for entry: March 16 for festival April 7 & 8; September 7 for festival September 29 & 30. Space fee: \$150. Exhibition space: 11 × 14 ft. For more information, artists should e-mail, visit Web site or call.

NEW SMYRNA BEACH FIESTA

210 Sams Ave., New Smyrna Beach FL 32168. (386)424-2175. Fax: (386)424-2177. Web site: www.cityofnsb.com. **Contact:** Kimla Shelton, program coordinator. Estab. 1952. Arts & crafts show held annually last full weekend in February. Outdoors. Accepts photography, oil, acrylics, pastel, drawings, graphics, sculpture, crafts, watercolor. Awards/prizes: \$10,800 prize money; \$1,000/category; Honorable Mentions. Number of exhibitors: 250. Public attendance: 14,000. Free to public. Artists should apply by calling to get on mailing list. Applications are always mailed out the day before Thanksgiving. Deadline for entry: until full. Application/space fee: \$106.50. Exhibition space: 10 × 10 ft. For more information, artists should send SASE.

NEW WORLD FESTIVAL OF THE ARTS

P.O. Box 994, Manteo NC 27954. (252)473-2838. Fax: (252)473-6044. E-mail: Edward@outerbankschristmas.com. **Contact:** Owen Holleran, event registrar. Estab. 1963. Fine arts & crafts show held annually in late May. Outdoors. Juried. Accepts photography, watercolor, oil, mixed media, drawing, printmaking, graphics, pastels, ceramics, sculpture, fiber, handwoven wearable art, wood, glass, hand-crafted jewelry, metalsmithing, leather.

No commercial molds or kits will be accepted. All work must be signed by the artist. No millinery, knitting, crocheting, velvet painting, candles, carpentry, manufactured or kit jewelry, mass-produced jewelry, loose stones, china painting, caricature, plants, novelty crafts, decoupage, manufactured wearing apparel, or shell work. Review of slides by juror to select participants; winners are selected on the 1st day of exhibit. Awards/prizes: cash awards totaling \$3,000. Number of exhibitors: 80. Public attendance: 4,500-5000. Free to public. Artists should apply by sending for application. Deadline for entry: June 10. Application fee: \$10 jury fee. Space fee: \$80. Exhibition space: 10 × 10 ft. For more information, artists should e-mail or call.

PANOPLY ARTS FESTIVAL, PRESENTED BY THE ARTS COUNCIL, INC.

700 Monroe St., Suite 2, Huntsville AL 35801. (256)519-2787. Fax: (256)533-3811. Web site: www.panoply.org; www.artshuntsville.org. Estab. 1982. Fine arts show held annually the last weekend in April. Also features music and dance. Outdoors. Accepts photography, painting, sculpture, drawing, printmaking, mixed media, glass, fiber. Juried by a panel of judges chosen for their indepth knowledge and experience in multiple mediums. They jury from slides in January. During the festival 1 judge awards the various prizes. Awards/prizes: Best of Show: \$1,000; Award of Distinction: \$500; Merit Awards: 5 awards, \$200 each. Number of exhibitors: 100. Public attendance: 90,000. Public admission: weekend pass: \$15; 1-day pass: \$8; children under 12, free. Artists should e-mail, call or write for an application form. Deadline for entry: January 2007. Application fee: \$30. Space fee: \$150 for space only; \$350 for tent rental. Exhibition space: 10 × 10 ft. Average gross sales/exhibitor: \$2,000. Artists should e-mail for more information.

PUNGO STRAWBERRY FESTIVAL

P.O. Box 6158, Virginia Beach VA 23456. (757)721-6001. Fax: (757)721-9335. E-mail: pungofestival@aol.com. Web site: www.PungoStrawberryFestival.com. **Contact:** Janet Dowdy, secretary of board. Estab. 1983. Arts & crafts show held annually Memorial Day weekend. Outdoors. Accepts photography and all media. Number of exhibitors: 60. Public attendance: 120,000. Free to Public; \$5 parking fee. Artists should apply by calling for application or downloading a copy from the Web site to mail in. Deadline for entry: March 1; applications accepted from that point until all spaces are full. Application fee: \$50 refundable deposit. Space fee: \$175. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site or call.

RATTLESNAKE ROUNDUP

P.O. Box 292, Claxton GA 30417. (912)739-3820. Fax: (912)739-0507. E-mail: ecwc@claxtonrattlesnakeroundup.com. Web site: www.claxtonrattlesnakeroundup.com. **Contact:** Nickole L. Holland, event coordinator. Estab. 1968. Arts & crafts show held annually 2nd weekend in March. Outdoors. Accepts photography and various mediums. Number of exhibitors: 150-200. Public attendance: 15,000-20,000. Public admission: \$5/age 6 and up. Artists should apply by filling out an application. Deadline for entry: March 1. Space fee: \$90. Exhibition space: 10 × 16 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Your display is a major factor in whether people will stop to browse when passing by. Offer a variety."

RIVERFRONT MARKET

P.O. Box 565, Selma AL 36702-0565. (334)874-6683. **Contact:** Ed Greene, chairman. Estab. 1972. Arts & crafts show held annually the 2nd Saturday in October. Outdoors. Accepts photography, painting, sculpture. Number of exhibitors: 200. Public attendance: 8,000. Public admission: \$2. Artists should apply by calling or mailing to request application. Deadline for entry: September 1. Space fee: \$40; limited covered space available at \$60. Exhibition space: 10 × 10 ft. For more information, artists should call.

RIVERSIDE ART FESTIVAL

2623 Herschel St., Jacksonville FL 32204. (904)389-2449. Fax: (904)389-0431. E-mail: rap@fdn.com. Web site: www.Riverside-Avondale.com. **Contact:** Bonnie Grissett, executive director. Estab. 1963. Fine arts & crafts show held annually the weekend after Labor Day. Outdoors. Accepts photography and all fine art. Juried. Awards/prizes: \$9,000 cash. Number of exhibitors: 150. Public attendance: 25,000. Free to public. Artists should apply by sending address and requesting application. Deadline for entry: July 15. Jury fee: \$50. Space fee: \$150. Exhibition space: 10 × 10 ft. For more information, artists should e-mail.

SANDY SPRINGS FESTIVAL

135 Hilderbrand Dr., Sandy Springs GA 30328-3805. (404)851-9111. Fax: (404)851-9807. E-mail: info@sandyspringsfestival.com. Web site: www.sandyspringsfestival.com. **Contact:** Megan Webb, special events director. Estab. 1985. Fine arts & crafts show held annually in mid-September. Outdoors. Accepts photography, painting, sculpture, jewelry, furniture, clothing. Juried by area professionals and nonprofessionals who are passionate about art. Awards/prizes: change annually; usually cash with additional prizes. Number of exhibitors: 100. Public attendance: 20,000. Public admission: \$5. Artists should apply via application on Web site. Application

fee: \$10 (\$25 for late registration). Space fee: \$125. Exhibition space: 12×12 ft. Average gross sales/exhibitor: \$1,000. For more information, artists should visit Web site.

Tips "Most of the purchases made at Sandy Springs Festival are priced under \$100. The look of the booth and its general attractiveness are very important, especially to those who might not 'know' art."

SIDEWALK ART SHOW

One Market Square, Roanoke VA 24011-143. (540)342-5760. E-mail: info@artmuseumroanoke.org. Web site: www.artmuseumroanoke.org. **Contact:** Mickie Kagey, registration chair. Estab. 1958. Fine arts show held annually in early June. Outdoors. Accepts photography, watercolor, oils, acrylic, sculpture, prints. Awards/prizes: \$6,500 total cash awards. Number of exhibitors: 175-200. Public attendance: 10,000. Free to public. Deadline for entry: April 15th. Application fee: \$25. Space fee: \$90-175. Exhibition space: 10×10 ft./tent; 8 ft./fence. For more information, artists should e-mail or visit Web site.

SMITHVILLE FIDDLERS' JAMBOREE AND CRAFT FESTIVAL

P.O. Box 83, Smithville TN 37166. (615)597-8500. Fax: (615)697-7799. E-mail: edudney@dtddcom.net. Web site: www.dekalb.com/jamboree. **Contact:** Neil Dudney, president. Estab. 1971. Arts & crafts show held annually the weekend nearest the Fourth of July. Indoors. Juried by photos and personally talking with crafters. Awards/prizes: ribbons and free booth for following year for Best of Show, Best of Appalachian Craft, Best Display, Best Newcomer. Number of exhibitors: 235. Public attendance: 130,000. Free to public. Artists should apply by requesting application by phone or mail. Deadline for entry: March 31. Application/space fee: \$100, electricity provided. Exhibition space: 12×12 ft. Average gross sales/exhibitor: \$1,200+. For more information, artists should call.

Tips "Call the office and talk to the person in charge."

SPRINGFEST

P.O. Box 831, Southern Pines NC 28387. (910)315-6508. E-mail: spba@earthlink.net. Web site: www.southernpines.biz. **Contact:** Susan Harrison, booth coordinator. Estab. 1979. Arts & crafts show held annually last Saturday in April. Outdoors. Accepts photography and crafts. Number of exhibitors: 200. Public attendance: 8,000. Free to the public. Artists should apply by filling out application form. Deadline for entry: March 15, 2007. Space fee: \$60. Exhibition space: 10×12 ft. For more information, artists should e-mail, visit Web site, call, send SASE.

STEPPIN' OUT

P.O. Box 233, Blacksburg VA 24063. (540)951-0454. E-mail: dmob@downtownblacksburg.com. Web site: www.downtownblacksburg.com. **Contact:** Gwynn Hamilton, director. Estab. 1981. Arts & crafts show held annually 1st Friday and Saturday in August. Outdoors. Accepts photography, pottery, painting, drawing, fiber arts, jewelry, general crafts. Number of exhibitors: 170. Public attendance: 30,000. Free to public. Artists should apply by e-mailing, calling or downloading application on Web site. Space fee: \$135. For more information, artists should e-mail, visit Web site or call.

Tips "Visit shows and consider the booth aesthetic—what appeals to you. Put the time, thought, energy and money into your booth to draw people in to see your work."

SUBIACO ABBEY ART FAIR

405 Subiaco Ave., Subiaco AR 72865. (479)934-1000. Fax: (479)934-1033. E-mail: aaronperrera@yahoo.com. Web site: www.subi.org. **Contact:** Fr. Aaron Pirrera, director. Estab. 1998. Fine arts & crafts show held annually in early September. Indoors and outdoors. Accepts photography and all other mediums. Number of exhibitors: 25-30. Public attendance: 250-400. Free to the public. Artists should apply by calling Fr. Aaron or sending a letter with a photo of the art/craft. Deadline: June/July. Space fee: 10% of sales. Exhibition space: 10×10 ft. Artists should e-mail or call for more information.

Tips "Keep prices low. Fine arts new to the area."

TARPON SPRINGS FINE ARTS FESTIVAL

11 E. Orange St., Tarpon Springs FL 34689. (727)937-6109. Fax: (727)937-2879. E-mail: chamber@tarponsprings.com. Web site: www.tarponsprings.com. **Contact:** T. Davis, president. Estab. 1974. Fine arts & crafts show held annually in April. Outdoors. Accepts photography, acrylic, oil, ceramics, fiber, glass, graphics, drawings, pastels, jewelry, leather, metal, mixed media, sculpture, watercolor, wood. Juried by 3 slides of work and 1 of display. Awards/prizes: cash and ribbons. Number of exhibitors: 250. Public attendance: 20,000. Public admission: \$2; under 16 free. Artists should apply by submitting signed application, slides, fees and SASE. Deadline for entry: mid-December. Jury fee: \$25+. Space fee: \$175+. Exhibition space: 10×12 ft. For more information, artists should e-mail, call or send SASE.

Tips "Produce good slides for jurors."

THREEFOOT ART FESTIVAL & CHILI COOKOFF

P.O. Box 1405, Meridian MS 39302. (601)693-ARTS. E-mail: debbie0708@comcast.net. Web site: www.meridia narts.org. **Contact:** Debbie Martin, president. Estab. 2002. Fine arts & crafts show held annually 2nd Saturday in October. Outdoors. Accepts photography and all mediums. Juried by a panel of prominent members of the arts community the day of show. Awards/prizes: \$1,000, Best in Show; \$500, 2 Awards of Distinction; up to 10 Merit Awards. Number of exhibitors: 50-75. Public attendance: 5,000. Free to public. Artists should apply by downloading application from Web site or request to be added to mailing list. Deadline for entry: September 15. Application fee: \$10. Space fee: \$85. Exhibition space: 10 × 10 ft. Average gross sales/exhibitor: \$1,000. For more information, artists should visit Web site or send SASE.

Tips "Price points are relative to the market. Booth should be attractive."

WELCOME TO MY WORLD PHOTOGRAPHY COMPETITION

319 Mallery St., St. Simons Island GA 31522. (912)638-8770. E-mail: glynnart@earthlink.net. Web site: www.glynnart.org. **Contact:** Pat Weaver, executive director. Estab. 1991. Seasonal photography competition held annually in July. Indoors. Accepts only photography. Juried. Awards/prizes: 1st, 2nd, 3rd in each category. Number of exhibitors: 50. Artists should apply by visiting Web site. Deadline for entry: June. Application fee: \$35. For more information, artists should e-mail, visit Web site or call.

WHITE OAK CRAFTS FAIR

The Arts Center, 1424 John Bragg, Woodbury TN. (625)563-2787. Fax: (615)563-2788. E-mail: carol@artcenterofcc.com. Web site: www.artscenterofcc.com. **Contact:** Carol Reed, publicity. Estab. 1985. Arts & crafts show held annually in September. Outdoors. Accepts photography, all handmade crafts, traditional and contemporary. Must be handcrafted displaying "excellence in concept and technique." Juried by committee. Send 3 slides or photos. Awards/prizes: more than \$1,000. Number of exhibitors: 80. Public attendance: 6,000. Free to public; \$2 parking fee. Applications can be downloaded from Web site. Deadline for entry: June 1. Space fee: \$60. Exhibition space: 15 × 15 ft. For more information, artists should e-mail mary@artscenterofcc.com.

MIDWEST & NORTH CENTRAL**AKRON ARTS EXPO**

220 S. Balch St., Akron OH 44302. (330)375-2835. Fax: (330)375-2883. E-mail: recreation@ci.akron.oh.us. Web site: www.ci.akron.oh.us. **Contact:** Yvette Davidson, community events coordinator. Estab. 1979. Fine arts & crafts show held annually in late July. Outdoors. Accepts photography, 2D art, functional craft, ornamental. Juried by 4 slides of work and 1 slide of display. Awards/prizes: \$1,600 in cash awards and ribbons. Number of exhibitors: 165. Public attendance: 30,000+. Free to public. Deadline for entry: March 31. Space fee: \$150-180. Exhibition space: 15 × 15 ft. For more information, artists should e-mail or call.

ALLEN PARK ARTS & CRAFTS STREET FAIR

16850 Southfield, Allen Park MI 48101. (313)928-1400, ext. 206. Fax: (313)382-7946. **Contact:** Allen Park Festivities Commission. Estab. 1981. Arts & crafts show held annually the 1st Friday and Saturday in August. Outdoors. Accepts photography, sculpture, ceramics, jewelry, glass, wood, prints, drawings, paintings. Juried by 3 photos of work. Number of exhibitors: 400. Free to the public. Artists should apply by requesting an application form by December 31 of the previous year. Application fee: \$5. Space fee: \$100. Exhibition space: 10 × 10 ft. For more information, artists should call.

AMISH ACRES ARTS & CRAFTS FESTIVAL

1600 W Market St., Nappanee IN 46550. (574)773-4188. Fax: (574)773-4180. E-mail: jenniwysong@amishacres.com. Web site: www.amishacres.com. **Contact:** Jenni Wysong, marketplace coordinator. Estab. 1962. Arts & crafts show held annually 2nd full weekend in August. Outdoors. Accepts photography, crafts, floral, folk, jewelry, oil, acrylic, sculpture, textiles, watercolors, wearable, wood. Juried. Five images, either 35mm slides or digital images e-mailed. Awards/prizes: \$10,000 cash including 2 Best of Show and \$1,500 Purchase Prizes. Number of exhibitors: 386. Public attendance: 70,000. Public admission: \$6; children under 12 free. Artists should apply by sending SASE or printing application from Web site. Deadline for entry: April 1. Space fee: \$130 plus 10% commission. Exhibition space: 180 sq. ft. Average gross sales/exhibitor: \$7,000. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Create a vibrant, open display that beckons to passing customers. Interact with potential buyers. Sell the romance of the purchase."

ANN ARBOR'S SOUTH UNIVERSITY ART FAIR

P.O. Box 4525, Ann Arbor MI 48106. (734)663-5300. Fax: (734)663-5303. Web site: www.a2southu.com. **Contact:** Maggie Ladd, director. Estab. 1960. Fine arts & crafts show held annually 3rd Wednesday through Saturday in July. Outdoors. Accepts photography, clay, drawing, digital, fiber, jewelry, metal, painting, sculpture, wood. Juried. Awards/prizes: \$3,000. Number of exhibitors: 190. Public attendance: 750,000. Free to public. Deadline for entry: January. Application fee: \$25. Space fee: \$700-1500. Exhibition space: 10×10 ft. to 20×10 ft. Average gross sales/exhibitor: \$7,000. For more information, artists should e-mail, visit Web site or call.

Tips "Research the market, use a mailing list, advertise in *Art Fair Guide* (150,000 circulation).

ANNUAL ARTS & CRAFTS ADVENTURE AND ANNUAL ARTS & CRAFTS ADVENTURE II

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 1991. Fine arts & crafts show held biannually in May and September. Outdoors. Accepts photography, pottery, paintings, sculpture, glass, wood, woodcarving. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 75. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$80. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in Park Ridge, Illinois.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL ARTS & CRAFTS EXPRESSIONS

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 1998. Fine arts & crafts show held annually in late July. Outdoors. Accepts photography, sculpture, jewelry, glass works, woodworking and more. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 50. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$150. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL ARTS ADVENTURE

P.O. Box 1326, Palatine IL 60078. (312)571-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 2001. Fine arts & crafts show held annually the end of July. Outdoors. Accepts photography, paintings, pottery, sculpture, jewelry and more. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 50. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$125. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in Chicago, Illinois.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL CRESTWOOD ARTS & CRAFTS ADVENTURE

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.com. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 2000. Arts & crafts show held annually in early October. Indoors. Accepts photography, paintings, jewelry, glassworks, quilting, graphics, woodworking, paperworks and more. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 150. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$160. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in St. Louis, Missouri.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL EDENS ART FAIR

P.O. Box 1326, Palatine IL 60078. (312)2500. Fax: (847)5853. E-mail: asoa@webtv.net. Web site: www.americanartsocietyofartists.com. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 1995 (after renovation of location; held many years prior to renovation). Fine arts & crafts show held annually in mid-July. Outdoors. Accepts photography, paintings, sculpture, glass works, jewelry and more. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 50. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$130. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in Willamette, Illinois.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL NORTHWOODS ARTS & CRAFTS EXPRESSIONS

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. Estab. 2003. Arts & crafts show held biannually in mid-to-late March and late October. Indoors. Accepts photography, paintings, graphics, sculpture, quilting, woodworking, fiber art, hand-crafted candles, glass works, jewelry. Juried. Send 4 slides or photos representative of work being exhibited; 1 photo of display set-up, #10 SASE, résumé with 7 show listings helpful. Number of exhibitors: 50. Free to public. Artists should apply by submitting jury material and indicate you are interested in this particular show. When you pass the jury, you will receive jury/approval number and application you requested. Deadline for entry: 2 months prior to show or earlier if space is filled. Space fee: \$165. Exhibition space: 100 sq. ft. for single space. For more information, artists should send SASE to submit jury material.

Tips "Remember that at work in your studio, you are an artist. When you are at a show, you are selling your work."

ANNUAL OAK PARK AVENUE-LAKE ARTS & CRAFTS SHOW

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)221-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 1974. Fine arts & crafts show held annually in mid-August. Outdoors. Accepts photography, paintings, graphics, sculpture, glass, wood, paper, fiber arts, mosaics. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 150. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$160. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in Oak Park, Illinois.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ANNUAL WHITE OAKS ARTS & CRAFTS ADVENTURE

P.O. Box 1326, Palatine IL 60078. (312)751-2500. Fax: (847)21-5853. E-mail: asoa@webtv.net. Web site: www.americansocietyofartists.org. **Contact:** American Society of Artists—"anyone in the office can help." Estab. 2001. Arts & crafts show held biannually in late May/early June and mid-October. Indoors. Accepts photography, paintings, glass, wood, fiber arts, hand-crafted candles, quilts and more. Juried. Send 4 slides or photos of your work and 1 slide or photo of your display; SASE (No. 10); a résumé or show listing is helpful. Number of exhibitors: 40. Free to the public. Artists should apply by submitting jury materials. If juried in, you will receive a jury/approval number. Deadline for entry: 2 months prior to show or earlier if spaces fill. Space fee: \$175. Exhibition space: approximately 100 sq. ft. For more information, artists should send SASE, submit jury material.

- Event held in Springfield, Illinois.

Tips "Remember that when you are at work in your studio, you are an artist. But when you are at a show, you are selling your work."

ART FAIR ON THE COURTHOUSE LAWN

P.O. Box 795, Rhinelander WI 54501. (715)365-7464. Fax: (715)365-7467. E-mail: pzastrow@rhinelanderchamber.com. **Contact:** Patty Zastrow, events coordinator. Estab. 1985. Arts & crafts show held annually in June. Outdoors. Accepts photography, handmade crafts. Number of exhibitors: 150. Public attendance: 3,000. Free to the public. Space fee: 10×10 ft.: \$65; 10×20 ft.: \$90; 10×30 ft.: \$125. For more information, artists should e-mail, call.

Tips "We accept only items handmade by the exhibitor."

ART IN THE BARN

450 W. Hwy. 22, Barrington IL 60010. (847)381-0123, ext. 4496. Fax: (847)842-4898. E-mail: bonniebixby@advo catehealth.com. **Contact:** Artist Committee. Estab. 1976. Arts & crafts show held annually in late September. Estab. 1972. Outdoors and indoors. Accepts photography, acrylic, oil painting, ceramics, drawing, fiber, print-making, watercolor, wood. Juried; 3 jurors. Awards/prizes: Top 10 Sales, Best of Show, Best of Medium. Number of exhibitors: 160. Public attendance: 5,000-8,000. Public admission: \$6. Artists should apply by sending 4 color slides (35mm) of current work and SASE. Deadline for entry: April 1. Application fee: \$10. Space fee: \$80. Exhibition space: 10 × 10 ft. Average gross sales/exhibitor: \$300-500. For more information, artists should e-mail, call or send SASE.

Tips "Mid-price range, nice booth layout."

ART IN THE PARK

8707 Forest Ct., Warren MI 48093. (586)795-5471. E-mail: wildart@wowway.com. Web site: www.warrenfinearts.org. **Contact:** Paula Wild, chairperson. Estab. 1990. Fine arts & crafts show held annually the weekend after the Fourth of July. Outdoors. Accepts photography, sculpture, basketry, pottery, stained glass. Juried. Awards/prizes: 2D and 3D monetary awards. Number of exhibitors: 115. Public attendance: 7,500. Free to public. Deadline for entry: May 16. Jury fee: \$10. Space fee: \$100. Exhibition space: 12 × 12 ft./tent; 10 × 12 ft./pavilion. For more information, artists should e-mail, visit Web site or send SASE.

AN ARTS & CRAFTS AFFAIR, AUTUMN AND SPRING TOURS

P.O. Box 184, Boys Town NE 68010. (402)331-2889. Fax: (402)445-9177. E-mail: hpifestivals@cox.net. Web site: www.hpifestivals.com. **Contact:** Huffman Productions. Estab. 1970. An arts & crafts show that tours to different cities and states. The Autumn Festival tours annually October-November; Spring Festival tours annually March-April. Artists should visit Web site to see list of states and schedule. Indoors and outdoors. Accepts photography, pottery, stained glass, jewelry, clothing, wood, baskets. All artwork must be handcrafted by the actual artist exhibiting at the show. Juried by sending in 2 photos of work and 1 of display. Awards/prizes: Show gift certificates for \$30, \$50 and \$100; a certificate for \$150 off future booth fees. Number of exhibitors: 200-430 depending on location. Public attendance: 12,000-40,000. Public admission: \$6-7/adults; \$5-6/seniors and children 6-12 years old; 5 and under, free. Artists should apply by calling to request an application. Deadline for entry: varies for date and location. Space fee: \$350-550. Exhibition space: 8 × 11 ft. to 10 × 10 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Have a nice display; make sure business name is visible; dress professionally; have different price points; and be willing to talk to your customers."

ARTS ON THE GREEN

2603 Curry Dr., Crestwood KY 40014. (502)243-9879. E-mail: judyanded2@peoplepc.com. Web site: www.oldhamcountyyarts.com. **Contact:** Judy Wegenast, show coordinator. Estab. 2001. Fine arts & crafts show held annually the 1st weekend in June. Outdoors. Accepts photography, painting, clay, sculpture, metal, wood, fabric, glass, jewelry. Juried by a panel. Awards/prizes: Best of Show and category awards. Number of exhibitors: 100. Public attendance: 7,500. Free to the public. Artists should apply online or call. Deadline for entry: March 15, 2007. Application and space fees to be determined. Exhibition space: 12 × 12 ft. For more information, artists should e-mail, visit Web site, call.

Tips "Make potential customers feel welcome in your space. Don't overcrowd your work. Smile!"

BLACK SWAMP ARTS FESTIVAL

P.O. Box 532, Bowling Green OH 43402. (419)354-2723. E-mail: info@blackswamparts.org. Web site: www.blackswamparts.org. **Contact:** Tim White, visual arts committee. Estab. 1993. Fine arts & crafts show held annually the weekend after Labor Day. Outdoors. Accepts photography, ceramics, drawing, enamel, fiber, glass, jewelry, leather, metal, mixed media, painting, paper, prints, sculpture, wood. Juried by unaffiliated, hired jurors. Awards/prizes: Best in Show, 2nd Place, 3rd Place, Honorable Mention, Painting Prize. Number of exhibitors: Juried: 110; Invitational: 40. Public attendance: 60,000. Free to the public. Artists should apply by visiting Web site. Deadline for entry: Juried: April; Invitational: June or until filled. Application fee: \$225; Invitational: \$120. Exhibition space: 10 × 10 ft. For more information, artists should visit Web site, call (voice mail only) or e-mail.

Tips "Offer a range of prices, from \$5 to \$500."

CAIN PARK ARTS FESTIVAL

40 Severance Circle, Cleveland Heights OH 44118-9988. (216)291-3669. Fax: (216)3705. E-mail: jhoffman@clvhts.com. Web site: www.cainpark.com. **Contact:** Janet Hoffman, administrative assistant. Estab. 1976. Fine arts & crafts show held annually the 2nd full week in July. Outdoors. Accepts photography, painting, clay, sculpture,

wood, jewelry, leather, glass, ceramics, clothes and other fiber, paper, block printing. Juried by a panel of professional artists; submit 5 slides. Awards/prizes: cash prizes of \$750, \$500 and \$250; also Judges' Selection, Director's Choice and Artists' Award. Number of exhibitors: 155. Public attendance: 60,000. Free to the public. Artists should apply by requesting an application by mail, visiting Web site to download application, or by calling. Deadline for entry: March 1, 2007. Application fee: \$25. Space fee: \$300. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$4,000. For more information, artists should e-mail, visit Web site, call.

Tips "Have an attractive booth to display your work. Have a variety of prices. Be available to answer questions about your work."

CENTERVILLE/WASHINGTON TOWNSHIP AMERICANA FESTIVAL

P.O. Box 41794, Centerville OH 45441-0794. (937)433-5898. Fax: (937)433-5898. E-mail: americanafestival@sbcglobal.net. Web site: www.americanafestival.org. **Contact:** Patricia Fleissner, arts & crafts chair. Estab. 1972. Arts & crafts show held annually on the Fourth of July. Festival includes entertainment, parade, food, car show and other activities. Accepts photography and all mediums. "No factory-made items accepted." Awards/prizes: 1st Place; 2nd Place; 3rd Place; certificates and ribbons for most attractive displays. Number of exhibitors: 275-300. Public attendance: 70,000. Free to the public. Artists should send SASE for application form or apply online. Deadline for entry: June 27, 2007. "Main Street is full by early June." Space fee: \$40. Exhibition space: 12×10 ft. For more information, artists should e-mail, visit Web site, call.

Tips "Artists should have moderately priced items; bring business cards; and have an eye-catching display."

CHARDON SQUARE ARTS FESTIVAL

115 Main St., Chardon OH 44024. (440)564-9096. **Contact:** Jan Gipson, chairman. Estab. 1980. Fine arts & crafts show held annually in August. Outdoors. Accepts photography, pottery, weaving, wood, painting, jewelry. Juried. Number of exhibitors: 105. Public attendance: 3,000. Free to public. Artists should apply by calling or writing for application. Deadline for entry: March 15. Application fee: \$5/jury fee. Space fee: \$75. Exhibition space: 10×10 ft. For more information, artists should call.

Tips "Make your booth attractive; be friendly and offer quality work."

COUNTRY ARTS & CRAFTS FAIR

N104 W14181 Donges Bay Rd., Germantown WI 53022. (262)251-0604. E-mail: stjohnucc53022@sbcglobal.net. **Contact:** Mary Ann Toth, booth chairperson. Estab. 1975. Arts & crafts show held annually in September. Indoors and outdoors. Limited indoor space; unlimited outdoor booths. Accepts photography, jewelry, clothing, country crafts. Number of exhibitors: 70. Public attendance: 500-600. Free to the public. Artists should e-mail for an application and state permit. Space fee: \$10 for youth; \$30 for outdoor; \$40 for indoor. Exhibition space: 10×10 ft. and 15×15 ft. For more information, artists should e-mail or call Mary Ann Toth or Amy Green, or send SASE.

CUENO GARDENS ARTS FESTIVAL

3417 R.F.D., Long Grove IL 60047. (847)438-4517. Fax: (847)726-8669. E-mail: dwevents@comcast.net. Web site: www.dwevents.org. **Contact:** D & W Events, Inc. Estab. 2005. Fine arts & crafts show. Outdoors. Accepts photography, fiber, oil, acrylic, watercolor, mixed media, jewelry, sculpture, metal, paper, painting. Juried by 3 jurors. Awards/prizes: Best of Show, 1st and 2nd Places, and Honorable Mentions. Number of exhibitors: 100. Public attendance: 10,000. Free to public. Artists should apply by downloading application from Web site, e-mail or call. Deadline for entry: March 1. Application fee: \$25. Space fee: \$250. Exhibition space: 100 sq. ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Artists should display professionally and attractively, and interact positively with everyone."

DEERFIELD FINE ARTS FESTIVAL

3417 R.F.D., Long Grove IL 60047. (847)438-4517. Fax: (847)726-8669. E-mail: dwevents@comcast.net. Web site: www.dwevents.org. **Contact:** D&W Events, Inc. Estab. 2000. Fine arts & crafts show held annually in early June. Outdoors. Accepts photography, fiber, oil, acrylic, watercolor, mixed media, jewelry, sculpture, metal, paper, painting. Juried by 3 jurors. Awards/prizes: Best of Show, 1st and 2nd Places, and Honorable Mentions. Number of exhibitors: 100. Public attendance: 15,000. Free to public. Artists should apply by downloading application from Web site, e-mail or call. Deadline for entry: March 1. Application fee: \$25. Space fee: \$250. Exhibition space: 100 sq. ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Artists should display professionally and attractively, interact positively with everyone."

FARGO'S DOWNTOWN STREET FAIR

203 4th St., Fargo ND 58102. (701)241-1570. Fax: (701)241-8275. E-mail: steph@fmdowntown.com. Web site: www.fmdowntown.com. **Contact:** Stephanie, events and membership. Estab. 1975. Fine arts & crafts show

held annually in July. Outdoors. Accepts photography, ceramics, glass, fiber, textile, jewelry, metal, painting, prints, drawing, sculpture, 3D mixed media, wood. Juried by a team of artists from the Fargo-Moorehead area. Awards/prizes: Best of Show and best in each medium. Number of exhibitors: 300. Public attendance: 130,000-150,000. Free to public. Artists should apply online or by mail. Deadline for entry: February 18. Space fee: \$275/booth; \$50/corner. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

FOUR RIVERS ARTS & CRAFTS HARVEST HOME FESTIVAL

112 S. Lakeview Dr., Petersburg IN 47567. (812)354-6808, ext. 112. Fax: (812)354-2785. E-mail: rivers4@sigeco.mn.net. **Contact:** Denise Tuggle, program assistant. Estab. 1976. Arts & crafts show held annually 3rd weekend in October. Indoors. Juried. Board of Directors are assigned certain buildings to check for any manufactured items. Crafts are not judged. Awards/prizes: \$30-50; 3 display awards based on display uniqueness and the correlation of the harvest theme. Number of exhibitors: 200. Public attendance: 5,000. Free to public; \$2 parking fee. Artists should apply by calling with information. Application will be mailed along with additional information. Deadline for entry: July 30. Space fee: \$55, 2 per applicant. Exhibition space: 10×10 ft. For more information, artists should call.

FOURTH STREET FESTIVAL FOR THE ARTS & CRAFTS

P.O. Box 1257, Bloomington IN 47402. (812)335-3814. Web site: www.4thstreet.org. Estab. 1976. Fine arts & crafts show held annually Labor Day weekend. Outdoors. Accepts photography, clay, glass, fiber, jewelry, painting, graphics, mixed media, wood. Juried by a 4-member panel. Awards/prizes: Best of Show; 1st, 2nd, 3rd Places in 2D and 3D. Number of exhibitors: 105. Public attendance: 25,000. Free to public. Artists should apply by sending requests by mail, e-mail or download application from Web site. Deadline for entry: April 1. Application fee: \$15. Space fee: \$175. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$2,700. For more information, artists should e-mail, visit Web site, call or send for information with SASE.

Tips "Be professional."

GOOD OLD SUMMERTIME ART FAIR

P.O. Box 1753, Kenosha WI 53141-1753. (262)654-0065. E-mail: kaaartfairs@yahoo.com. Web site: www.KenoshaArtAssoc.org. **Contact:** Karen Wollert, art fair coordinator. Estab. 1975. Fine arts show held annually 1st Sunday in June. Outdoors. Accepts photography, paintings, drawings, mosaics, ceramics, pottery, sculpture, wood, stained glass. Juried by a panel. Photos or slides required with application. Awards/prizes: Best of Show, 1st, 2nd, 3rd Places plus Purchase Awards. Number of exhibitors: 100. Public attendance: 3,000. Free to public. Artists should apply by sending application, fees and SASE. Deadline for entry: April 1. Application/space fee: \$60-65. Exhibition space: 12×12 ft. For more information, artists should e-mail, visit Web site or send SASE.

Tips "Have a professional display, and be friendly."

GRADD ARTS & CRAFTS FESTIVAL

3860 US Hwy. 60 W., Owensboro KY 42301. (270)926-4433. Fax: (270)684-0714. E-mail: bethgoetz@gradd.com. Web site: www.gradd.com. **Contact:** Beth Goetz, festival coordinator. Estab. 1972. Arts & crafts show held annually 1st full weekend in October. Outdoors. Accepts photography taken by artist only. Number of exhibitors: 180-200. Public attendance: 15,000+. Free to public; \$3 parking fee. Artists should apply by calling to be put on mailing list. Space fee: \$100-150. Exhibition space: 10×12 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Be sure that only hand-crafted items are sold. No buy/sell items will be allowed."

GREENWICH VILLAGE ART FAIR

711 N. Main St., Rockford IL 61103. (815)968-2787. Fax: (815)316-2179. E-mail: gvaf@rockfordartmuseum.org. Web site: www.rockfordartmuseum.org. **Contact:** Scott Prine, chairman. Estab. 1948. Fine arts & crafts show held annually in September. Outdoors. Accepts photography and all mediums. Juried by a panel of artists and committee. Awards/prizes: Best of Show and Best of Categories. Number of exhibitors: 120. Public attendance: 7,000. Public admission: \$4. Artists should apply by mail or downloading prospectus from the Web site. Deadline for entry: April 30. Application fee: \$20. Space fee: \$195. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

HINSDALE FINE ARTS FESTIVAL

22 E. First St., Hinsdale IL 60521. (603)323-3952. Fax: (630)323-3952. E-mail: hinsdalechamber@earthlink.net. Web site: www.hinsdalechamber.com. **Contact:** Jan Anderson, executive director. Fine arts show held annually Father's Day weekend. Outdoors. Accepts photography, ceramics, painting, sculpture, fiber arts, mixed media, jewelry. Juried by 3 slides. Awards/prizes: Best in Show, President's Award and 1st, 2nd, 3rd Places in 7

IN SUMMER ARTS AND CRAFTS FESTIVAL

UW-Parkside, 900 Wood Rd., Box 2000, Kenosha WI 53141. (262)595-2457. E-mail: odegard@uwp.edu. **Contact:** Roberta Odegard, coordinator. Estab. 1990. Arts & crafts show held annually 3rd week in June. Outdoors. Accepts photography, painting, glass, sculpture, woodwork, metal, jewelry, leather, quilts. Number of exhibitors: 200. Public attendance: 4,000. Free to the public. Artists should apply by calling or e-mailing for an application form. Deadline for entry: May. Space fee: \$100. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, call.

Tips "Items priced less than \$100 are excellent sellers."

SUMMERFAIR

2515 Essex Place, Cincinnati OH 45206. (513)531-0050. Fax: (513)531-0377. E-mail: info@summerfair.org. Web site: www.summerfair.org. **Contact:** Christina Waddle. Estab. 1968. Fine arts & crafts show held annually the weekend after Memorial Day. Outdoors. Accepts photography, ceramics, drawing, printmaking, fiber, leather, glass, jewelry, painting, metal work. Juried. Awards/prizes: \$10,000 in cash awards and Purchase Award. Number of exhibitors: 300. Public attendance: 35,000. Public admission: \$9. Artists should apply by downloading application from Web site (available in December) or by e-mailing for an application. Deadline: February. Application fee: \$25. Space fee: \$325 (single booth). Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site, call.

IN A VICTORIAN CHAUTAUQUA

1101 E Market St., P.O. Box 606, Jeffersonville IN 47131-0606. (812)283-3728. Fax: (812)283-6049. E-mail: hsmsteam@aol.com. Web site: www.steamboatmuseum.org. **Contact:** Yvonne Knight, administrator. Estab. 1993. Fine arts & crafts show held annually 3rd weekend in May. Outdoors. Accepts photography, all mediums. Juried by a committee of 5. Awards/prizes: \$100, 1st Place; \$75, 2nd Place; \$50, 3rd Place. Number of exhibitors: 80. Public attendance: 3,000. Public admission: \$3. Deadline for entry: March 31. Space fee: \$40-60. Exhibition space: 12 × 12 ft. For more information, artists should e-mail or call.

IN WINNEBAGOLAND ART FAIR

South Park Avenue/South Park, Oshkosh WI 54902. (920)303-1503. E-mail: shelling1230@charter.net. Estab. 1957. Fine arts show held annually. Outdoors. Accepts photography, watercolor, oils, acrylics, 3D large, 3D small, drawing, pastels. Juried. Applicants send in slides to be reviewed. Awards/prizes: monetary awards; Purchase and Merit Awards and Best of Show Award. Number of exhibitors: 125-160. Public attendance: 5,000-7,000. Free to public. Deadline for entry: April 30. Application fee: \$60, but may increase next year. Exhibition space: 20 × 20 ft. For more information, artists should e-mail or call.

Tips "Have a nice-looking exhibit booth."

IN ZIONSVILLE COUNTY MARKET

135 S. Elm St., Zionsville IN 46077. (317)873-3836. **Contact:** Debbie Cronfill, executive director. Estab. 1975. Fine arts & crafts show held annually Saturday after Mother's Day. Outdoors. Accepts photography, arts, crafts, antiques, apparel. Juried by sending 5 pictures. Number of exhibitors: 150-160. Public attendance: 8,000-10,000. Free to public. Artists should apply by requesting application. Deadline for entry: March 29. Space fee: \$145. Exhibition space: 10 × 8 ft. For more information, artists should call.

Tips "Display is very important; make it look good."

SOUTH CENTRAL & WEST**IN FOURTH OF JULY STREET FAIR, AUTUMN FEST IN THE PARK AND HOLIDAY STREET FESTIVAL**

501 Poli St. #226, Ventura CA 93002. (805)654-7830. Fax: (805)648-1030. E-mail: mgoody@ci.ventura.ca.us. Web site: www.venturastreetfair.com. **Contact:** Michelle Goody, cultural affairs coordinator. Estab. 1976. Fine arts & crafts show held annually in July, September and December. Outdoors. Accepts photography. Juried by a panel of 3 artists that specialize in various mediums; photos of work required. Number of exhibitors: 75-300. Public attendance: 1,000-50,000. Free to public. Artists should apply by downloading application from Web site or call to request application. Space fee: \$100-175. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site or call.

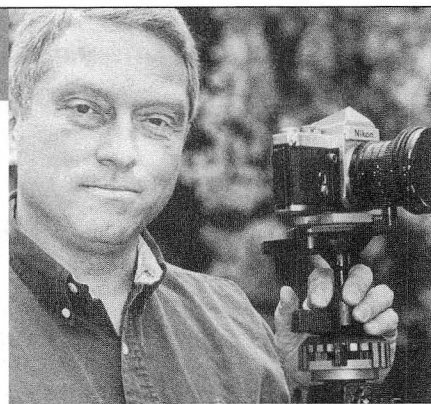
Tips "Be friendly, outgoing; know the area for pricing."

IN AFFAIRE IN THE GARDENS ART SHOW

Greystone Park, 501 Doheny Rd., Beverly Hills CA 90210-2921. (310)550-4796. Fax: (310)858-9238. E-mail: kmclean@beverlyhills.org. Web site: www.beverlyhills.org. **Contact:** Karen Fitch McLean, art show coordina-

Ron Durham

Fine art photographer garners sales at art fairs



I have always felt compelled to take photos, feeling that if I had no camera or film, the journey would be greatly diminished," says Ron Durham who has been a fine art photographer since 1994. Durham has developed his own unique style of photography, using black & white infrared film, which often produces an ethereal or dream-like image. He sepia tones the prints, giving them a soft, warm appearance. Durham has found many subjects that lend themselves to this photographic treatment, including nature, architecture and cityscapes. Durham has journeyed with his camera (and infrared film) to many scenic locations and come back with beautiful, one-of-a-kind images that people are happy to purchase as fine art prints. Durham has found that exhibiting these unique photos at art fairs has yielded good sales. Below, he answers some questions on how to be successful selling photographic prints at art fairs.

How did you start exhibiting at art fairs?

A friend advised me to start there, saying that I'd lower start-up costs, and that fairs would bring a target audience to my work.

Do you find art fairs to be a lucrative outlet for you, considering the amount of time and effort that goes into doing them?

Having had a gallery for three years (unfortunately, it closed in September 2006), I can easily say that outdoor art fairs involve less time and effort.

Why did you decide to concentrate on doing just black & white prints from infrared film?

I took black & white infrared film on a trip to England in 1994. I had experimented unsuccessfully with a couple of infrared rolls prior to the trip and was intrigued with the results. The idea of sepia-toning the finished print was also something I fell into. I tried that after a trip to the Southwest, and discovered that the results frequently could have been mistaken for color.

Does having a niche such as this help you market your work?

I don't know how much difference a niche makes in marketing. I chose to stay with black & white infrared because I believed it was important to make a choice and perfect my skills there (rather than try to master all varieties of film). I also hoped it would give me a recognizable style. I've had success but can't pinpoint the cause other than working to assemble a set of strong images.

 LIGGETT STASHOWER ADVERTISING, INC.

1228 Euclid Ave., Cleveland OH 44115. (216)348-8500. Fax: (216)736-8118. Web site: www.liggett.com. **Contact:** Rachel Williams. Estab. 1932. Ad and PR agency. Examples of recent clients: Forest City Management; Ohio Lottery Commission; Ritz-Carlton; Crane Performance Siding; Henkel Consumer Adhesives; Timber Tech.

Needs Works with 10 photographers, filmmakers and/or videographers/month. Uses photos for billboards, Web sites, consumer and trade magazines, direct mail, P-O-P displays, catalogs, posters, newspapers, signage and audiovisual. Interested in reviewing stock photos/film or video footage. Model/property release required.

Audiovisual Needs Uses film and videotape for commercials.

Specs Uses b&w and/or color prints (size and finish varies); 2¼×2¼, 4×5, 8×10 transparencies; 16mm film; ¼-¾" videotape. Accepts images in digital format.

Making Contact & Terms Send query letter with samples. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds only if interested. Pays according to project. Buys one-time, exclusive product, all rights; negotiable.

 LOHRE & ASSOCIATES INC.

2330 Victory Pkwy., Suite 701, Cincinnati OH 45206. (513)961-1174. E-mail: chuck@lohre.com. Web site: www.lohre.com. **Contact:** Charles R. Lohre, president. Ad agency. Types of clients: industrial.

Needs Uses photos for trade magazines, direct mail, catalogs and prints. Subjects include: machine-industrial themes and various eye-catchers.

Specs Uses high-res digital images.

Making Contact & Terms Send query letter with résumé of credits. Provide business card, brochure, flier or tearsheets to be kept on file.

 MCGUIRE ASSOCIATES

1234 Sherman Ave., Evanston IL 60202. (847)328-4433. Fax: (847)328-4425. E-mail: jmcguire@ameritech.net. **Contact:** James McGuire, owner. Estab. 1979. Design firm. Specializes in annual reports, publication design, direct mail, corporate materials. Types of clients: industrial, retail, nonprofit.

Needs Uses photos for annual reports, consumer and trade magazines, direct mail, catalogs, brochures. Reviews stock photos. Model release required.

Specs Uses color and/or b&w prints; 35mm, 2¼×2¼, 4×5, 8×10 transparencies. Accepts high-res digital images.

Making Contact & Terms Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Cannot return material. Pays \$600-1,800/day. **Pays on receipt of invoice.** Credit line sometimes given depending upon client or project. Buys all rights; negotiable.

 OMNI PRODUCTIONS

P.O. Box 302, Carmel IN 46082-0302. (317)846-6664. Fax: (317)864-2345. E-mail: omni@omniproductions.com. Web site: www.omniproductions.com. **Contact:** Winston Long, president. AV firm. Types of clients: industrial, corporate, educational, government, medical.

Needs Works with 6-12 photographers/month. Uses photos for AV presentations. Subject matter varies. Also works with freelance filmmakers to produce training films and commercials. Model release required.

Specs Uses b&w and/or color prints; 35mm transparencies; 16mm and 35mm film and videotape. Accepts images in digital format.

Making Contact & Terms Provide complete contact info, rates, business card, brochure, flier, digital samples or tearsheets to be kept on file. Works with freelance photographers on assignment basis only. Cannot return unsolicited material. Payment negotiable. **Pays on acceptance.** Credit line given "sometimes, as specified in production agreement with client." Buys all rights "on most work; will purchase one-time use on some projects."

 PHOTO COMMUNICATION SERVICES, INC.

P.O. Box 9, Traverse City MI 49685-0009. (231)943-5050. E-mail: photomarket@photocomm.net. Web site: www.photocomm.net. **Contact:** M'Lynn Hartwell, president. Estab. 1970. Commercial/illustrative and multimedia firm. Types of clients: commercial/industrial, fashion, food, general, human interest.

• This firm also has an office in Hawaii: P.O. Box 458, Kapa'a HI 96746-0458. "Also see our advertising agency at www.UtopianEmpire.com."

Needs Works with varying number of photographers/month. Uses photos for catalogs, P-O-P displays, AV presentations, trade magazines and brochures. "Large variety of subjects." Sometimes works with freelance filmmakers. Model release required.

Audiovisual Needs "Primarily industrial or training video."

Specs Uses digital, "plus some older technology" such as 8×10 (or larger) glossy (or semi-glossy) b&w and/or color prints, 35mm film, transparencies, most current formats of digital videotape.

Making Contact & Terms Send query letter with résumé of credits, samples, stock list; include SASE for return of material. Works with freelance photographers on assignment basis only. Payment determined by private negotiation. Pays 30 days from acceptance. Credit line given "whenever possible."

Tips "Be professional and to the point. If I see something I can use, I will make an appointment to discuss the project in detail."

QUALLY & COMPANY, INC.

2 E. Oak St., Suite 2903, Chicago IL 60611. **Contact:** Mike Iva, creative director. Ad agency. Types of clients: new product development and launches.

Needs Uses photos for every media. "Subject matter varies, but it must always be a 'quality image' regardless of what it portrays." Model/property release required. Photo captions preferred.

Specs Uses b&w and color prints; 35mm, 4×5, 8×10 transparencies. Accepts images in digital format.

Making Contact & Terms Send query letter with photocopies, tearsheets. Provide résumé, business card, brochure, flier or tearsheets to be kept on file. Responds only if interested; send nonreturnable samples. Payment negotiable. Pays net 30 days from receipt of invoice. Credit line sometimes given, depending on client's cooperation. Rights purchased depend on circumstances.

PATRICK REDMOND DESIGN

P.O. Box 75430-PM, St. Paul MN 55175-0430. E-mail: redmond@patrickredmonddesign.com or patrickredmond@apexmail.com. Web site: www.patrickredmonddesign.com. **Contact:** Patrick Michael Redmond, M.A., designer/owner/president. Estab. 1966. Design firm. Number of employees: 1. Firm specializes in publication design, book covers, books, packaging, direct mail, posters, branding, logos, trademarks, annual reports, Web sites, collateral. Types of clients: publishers, financial, retail, advertising, marketing, education, nonprofit, industrial, arts. Examples of recent clients: *White, Poems by Jennifer O'Grady*, Mid-List Press (book cover); Hauser Artists World Music & Dance Promotional Material, Hauser Artists (promotional material); *The Traditional Irish Wedding* by Bridget Haggerty, Irish Books and Media and Wolfhound Press (book cover).

- Books designed by Redmond have won awards from Midwest Independent Publishers Association, Midwest Book Achievement Awards, Publishers Marketing Association Benjamin Franklin Awards.

Needs Uses photos for books and book covers, direct mail, P-O-P displays, catalogs, posters, packaging, annual reports. Subject varies with client—may be editorial, product, how-to, etc. May need custom b&w photos of authors (for books/covers designed by PRD). "Poetry book covers provide unique opportunities for unusual images (but typically have miniscule budgets)." Reviews stock photos; subject matter varies with need—"like to be aware of resources." Model/property release required; varies with assignment/project. Photo captions required; include correct spelling and identification of all factual matters regarding images; names, locations, etc. to be used optionally if needed.

Specs Uses 5×7, 8×10 glossy prints; 35mm, 2¼×2¼, 4×5 transparencies. Accepts images in digital format for Mac; type varies with need, production requirements, budgets. "Do not send digital formats unless requested."

Making Contact & Terms Contact through rep. Arrange a personal interview to show portfolio if requested. "Send query letter with your Web site address only via brief e-mail text message. Patrick Redmond Design will not reply unless specific photographer may be needed." Works with local freelancers on assignment only. Cannot return material. Payment negotiable. "Client typically pays photographer directly even though PRD may be involved in photo/photographer selection and photo direction." Payment depends on client. Credit line sometimes given depending upon publication style/individual projects. Rights purchased by clients vary with project; negotiable. "Clients typically involved with negotiation of rights directly with photographer."

Tips Needs are "open—vary with project; location work, studio, table-top, product, portraits, travel, etc." Seeing "use of existing stock images when image/price are right for project, and use of black & white photos in low- to mid-budget/price books. Provide URLs and e-mail addresses. Freelance photographers need Web presence in today's market in addition to exposure via direct mail, catalogs, brochures, etc. Do not send any images/files attached to your e-mails. Briefly state/describe your work in e-mail. Do not send unsolicited print samples or digital files in any format via e-mail, traditional mail or other delivery."

VIDEO I-D, INC.

105 Muller Rd., Washington IL 61571. (309)444-4323. Fax: (309)444-4333. E-mail: videoid@videoid.com. Web site: www.videoid.com. **Contact:** Sam B. Wagner, president. Number of employees: 10. Types of clients: health, education, industry, service, cable and broadcast.

Needs Works with 2 photographers/month to shoot digital stills, multimedia backgrounds and materials, films and videotapes. Subjects "vary from commercial to industrial—always high quality." Somewhat interested in stock photos/footage. Model release required.

How do you decide how much to charge for your work?

Pricing is one of my weak points. I've always been amazed that customers will pay so much for my photos. At the same time, I'm often told that I don't charge enough. Maybe I need an agent. I do know that my pricing is at about the median for photographers at outdoor art fairs.

For someone just beginning to sell their photos at art fairs, what are the start-up requirements?

A 10-by-10-foot tent; portable walls to hang and present the work; browsing racks; equipment for writing up and processing sales; business cards; brochures; bios. As for inventory, I feel strongly that the amount is less important than the quality. Artists need to strike a balance within themselves—only their *best* work should be presented, but they also need to be aware of salability. Some work is compelling to look at and admire, but if the viewer doesn't occasionally purchase an image, the photographer won't be in the market for long. I've also noticed that many photographers are careless with their matting and framing. Clean, neat cuts; no dirt; unscratched frames; mounted images—these details do make a measurable difference in sales.

You are based in Kentucky. How far do you travel on the art fair circuit?

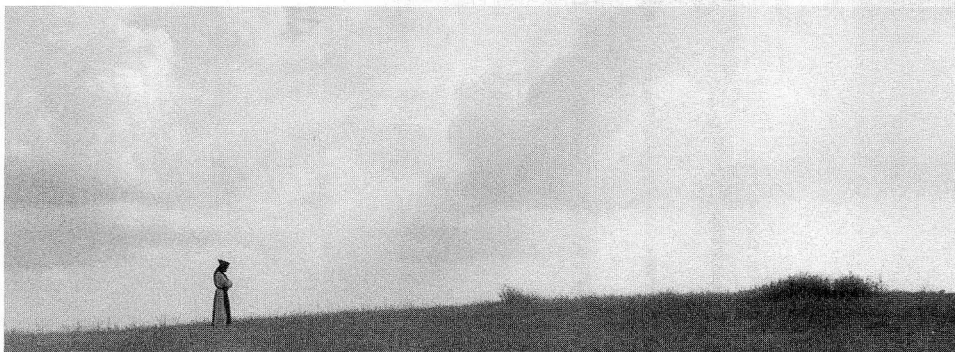
I have traveled as far as Nebraska, New York, Wisconsin and Florida. Although with travel costs increasing dramatically, I'll stay within 300 miles of home this year.

How can photographers decide which art fairs will be worth participating in?

The only sure way is to participate in the fairs. Often the first time I do a fair I'll have modest success, but by doing it for several years, I build up clientele, and sales increase. Many other factors affecting sales are well understood by show veterans: inclement weather, heat, poor location within the show, state of the economy, even your positive or negative attitude in the booth—all can make a difference.

Have you ever gone to an art fair and not made much money? Have you ever gone to one and made more than you thought you would?

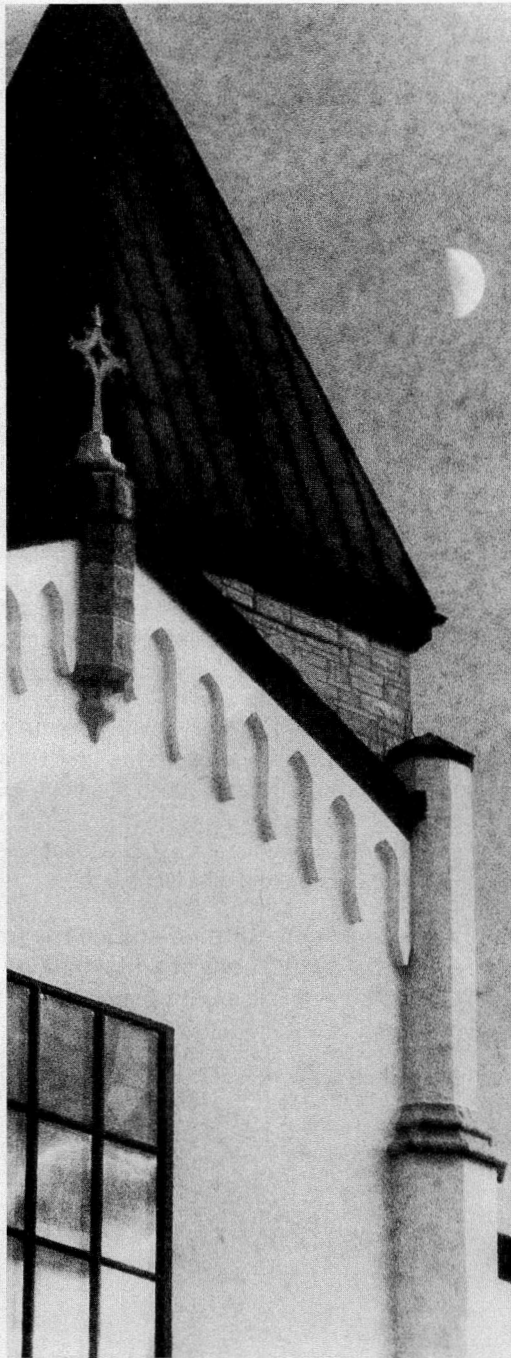
I've had everything from \$0 to \$10,000 in sales, with surprises both ways.



© Ron Durham

Ron Durham photographed this image at the Abbey of Gethsemani in Kentucky. "Inspired by the concluding scenes in Ingmar Bergman's *The Seventh Seal*, this shot of Brother Raphael has two meanings. It extends the theme of aloneness present in many of my images while at the same time giving a sense of the oneness of all creation," he says.

© Ron Durham



One of photography's "happy accidents," this photograph was also taken at the Abbey of Gethsemani. Durham forgot to develop the roll of film until nine months later. The film had expired, but he processed it anyway. He was pleasantly surprised at the mottled surface, reminiscent of an impressionist painting. "The effect was so unexpected and so remarkable that I only regret that the entire roll is of moon/Abbey shots," he says.

Do you enter juried exhibitions? Have you won awards at fairs, and, if so, what were the benefits of winning?

Juried shows are the only way for the serious artist to go. Jurying assures one that the fair committee is serious about offering a quality show; that there will likely be extensive marketing; and that a higher-level crowd (translation: buyers) will attend. Like anyone, I get much satisfaction and gratification from awards, but the best reward is being able to bypass jurying the following year. The better shows will only jury in about 30% of the applicants, so anything to bypass that process is really desirable. Most shows automatically accept award winners into the show the following year without jurying. You still have to pay booth fees, etc., but you don't have to compete against up to five times as many applicants as the show accepts.

Is the number of photographers showing at art fairs increasing?

The juried shows generally have quotas in each area, so the number of photographers isn't increasing at shows. However, there has been an increase in the number of photographers entering the show market, but it's a self-weeding endeavor—lack of success makes it impossible to continue to show.

What photographic trends do you see at art fairs?

I haven't noticed any trends. Quality work sells. Period.

What types of photography do art fair customers seem to like?

Customers do seem to favor garden scenes and wildlife photography, and color nearly always does better than black & white.

Do you think that photography sells as well as or better than other types of art at art fairs?

Photographers have an edge over other types of 2D art, because they can carry much more stock, and their prices are generally more affordable.

Where else do you sell your work, and how do these venues compare with art fairs?

A half dozen galleries offer my work for sale, but these sales don't compare to what I can expect on a good weekend at an outdoor fair.



© Ron Durham

"US 50, which crosses the heart of Nevada, is known as America's loneliest road. In nearly 400 miles, it crosses nine mountain ranges, and goes through four small towns. The title, 'Austin City Limits,' is a play on words, because Austin, which is on the far side on the mountain range in the picture, is still 50 miles away. It is wonderfully empty country," says Durham.

What advice would you give photographers who want to join the art fair circuit?

Find a mentor/muse, someone you trust who will be honest with you about your work. Someone who will make you think about the image itself, and not be influenced by the wonderful time you had, how great the weather was, or the terrific friends you were with while getting the image.

What are the things you really enjoy about exhibiting at art fairs?

I like traveling; talking about my work to potential customers; the camaraderie among artists. I also like the positive atmosphere that most shows provide.

Are there any drawbacks to exhibiting at art fairs?

Wind. That is the only real problem—and it can be an expensive problem!

—Donna Poehner

tor. Estab. 1973. Fine arts & crafts show held biannually 3rd weekend in May and 3rd weekend in October. Outdoors. Accepts photography, painting, sculpture, ceramics, jewelry, digital media. Juried. Awards/prizes: 1st Place in Category, cash awards; Best in Show, cash award; Mayor's Purchase Award in October show. Number of exhibitors: 225. Public attendance: 30,000-40,000. Free to public. Deadline for entry: May show: end of February; October show: end of July. Application fee: \$25. Space fee: \$300. Exhibition space: 10 × 12 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Art fairs tend to be commercially oriented. It usually pays off to think in somewhat commercial terms—what does the public usually buy? Personally, I like risky and unusual art, but the artists who produce esoteric art sometimes go hungry! Be nice and have a clean presentation."

ART IN THE PARK

P.O. Box 247, Sierra Vista AZ 85636-0247. (520)378-1763. E-mail: artinthepark@cox.net. Web site: www.huachuco-art.com. **Contact:** Wendy Breen, co-chair. Estab. 1972. Fine arts & crafts show held annually 1st full weekend in October. Outdoors. Accepts photography, all fine arts and crafts created by vendor. Juried by 3-6 typical customers. Artists submit 6 photos. Number of exhibitors: 222. Public attendance: 20,000. Free to public. Artists should apply by calling, e-mailing or sending SASE between February and May. Deadline for entry: postmarked by May 30. Application fee: \$10 included in space fee. Space fee: \$175, includes jury fee. Exhibition space: 15 × 35 ft. For more information, artists should e-mail, call or send SASE.

AVON FINE ART & WINE AFFAIRE

15648 N. Eagles Nest Dr., Fountain Hills AZ 85268-1418. (480)837-5637. Fax: (480)837-2355. E-mail: info@thunderbirdartists.com. Web site: www.thunderbirdsartists.com. **Contact:** Denise Colter, vice president. Estab. 1993. Fine arts & crafts show and wine tasting held annually mid-July. Outdoors. Accepts photography, painting, mixed media, bronze, metal, copper, stone, stained glass, clay, wood, paper, baskets, jewelry, scratchboard. Juried by 4 slides of work and 1 slide of booth. Number of exhibitors: 150. Public attendance: 3,000-6,000. Free to public. Artists should apply by sending application, fees, 4 slides of work, 1 slide of booth, and 2 SASEs. Deadline for entry: March 27. Application fee: \$20. Space fee: \$360-1,080. Exhibition space: 10 × 10 ft. to 10 × 30 ft. For more information, artists should visit Web site.

CALABASAS FINE ARTS FESTIVAL

26135 Mureau Rd., Calabasas CA 91302. (818)878-4225. E-mail: artcouncil@cityofcalabasas.com. Web site: www.cityofcalabasas.com. Estab. 1997. Fine arts & crafts show held annually in late April/early May. Outdoors. Accepts photography, painting, sculpture, jewelry, mixed media. Juried. Number of exhibitors: 250. Public attendance: 10,000 +. Free to public. Artists should visit Web site or e-mail for more information.

CHUN CAPITOL HILL PEOPLE'S FAIR

1290 Williams St., Denver CO 80218. (303)830-1651. Fax: (303)830-1782. E-mail: info@peoplesfair.com; chun@chundenver.org. Web site: www.peoplesfair.com; www.chundenver.org. Estab. 1971. Arts & crafts show held annually 1st weekend in June. Outdoors. Accepts photography, ceramics, jewelry, paintings, wearable art, glass, sculpture, wood, paper, fiber. Juried by professional artisans representing a variety of mediums and selected members of Fair Management. The jury process is based on originality, quality and expression. Awards/prizes: Best of Show. Number of exhibitors: 300. Public attendance: 250,000. Free to

public. Artists should apply by downloading application from Web site. Deadline for entry: March. Application fee: \$35. Space fee: \$290. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

EDWARDS FINE ART & SCULPTURE FESTIVAL

15648 N. Eagles Nest Dr., Fountain Hills AZ 85268-1418. (480)837-5637. Fax: (480)837-2355. E-mail: info@thunderbirdartists.com. Web site: www.thunderbirdsartists.com. **Contact:** Denise Colter, vice president. Estab. 1999. Fine arts & crafts show held annually in late July. Outdoors. Accepts photography, painting, drawing, graphics, fiber, sculpture, mixed media, bronze, metal, copper, stone, stained glass, clay, wood, baskets, jewelry. Juried by 4 slides of work and 1 slide of booth presentation. Number of exhibitors: 150. Public attendance: 3,000-6,000. Free to public. Artists should apply by completing application, fees, 4 slides of work, 1 slide of booth, and 2 SASEs. Deadline for entry: March 29. Application fee: \$20. Space fee: \$360-1,080. Exhibition space: 10×10 ft. to 10×30 ft. For more information, artists should visit Web site.

EVERGREEN ARTS FESTIVAL

P.O. Box 3931, Evergreen CO 80437-3931. (303)679-1609, opt. 1. E-mail: info@evergreenartists.org. Web site: http://www.evergreenartists.org/Shows_Festivals.htm. **Contact:** EAA Arts Festival Coordinator. Estab. 1966. Fine arts & crafts show held annually last weekend in August. Outdoors. Accepts photography, fiber, oil, acrylic, pottery, jewelry, mixed media, ceramic, wood, watercolor. Juried by 5 jurors that change yearly. Artists should submit 4 slides of work and 1 of booth display. Awards/prizes: Best of Show; 1st, 2nd, 3rd Places in each category. Number of exhibitors: 96. Public attendance: 3,000-6,000. Free to public. Deadline for entry: April 15. Application fee: \$25. Space fee: \$275-325. Exhibition space: 10×10 ft. For more information, artists should call or send SASE.

Tips "Have a variety of work. It is difficult to sell only high-ticketed items."

FAIRE ON THE SQUARE

117 W. Goodwin St., Prescott AZ 86301-1147. (928)445-2000, ext. 12. Fax: (928)445-0068. E-mail: scott@prescott.org. Web site: www.prescott.org. **Contact:** Scott or Jill Currey (Special Events—Prescott Chamber of Commerce). Estab. 1985. Arts & crafts show held annually Labor Day weekend. Outdoors. Accepts photography, ceramics, painting, sculpture, clothing, woodworking, metal art, glass, floral, home décor. "No resale." Juried. "Photos of work and artist creating work are required." Number of exhibitors: 170. Public attendance: 10,000-12,000. Free to public. Application can be printed from Web site or obtained by phone request. Deadline: spaces are sold until show is full. Application fee: \$50 deposit. Space fee: \$400. Exhibition space: 10×15 ft. For more information, artists should e-mail, visit Web site or call.

FALL FEST IN THE PARK

117 W. Goodwin St., Prescott AZ 86301-1147. (928)445-2000, ext. 12. Fax: (928)445-0068. E-mail: scott@prescott.org. Web site: www.prescott.org. **Contact:** Scott or Jill Currey (Special Events—Prescott Chamber of Commerce). Estab. 1981. Arts & crafts show held annually in mid-October. Outdoors. Accepts photography, ceramics, painting, sculpture, clothing, woodworking, metal art, glass, floral, home décor. "No resale." Juried. "Photos of work and artist creating work are required." Number of exhibitors: 150. Public attendance: 6,000-7,000. Free to public. Application can be printed from Web site or obtained by phone request. Deadline: spaces are sold until show is full. Application fee: \$50 deposit. Space fee: \$225. Exhibition space: 10×15 ft. For more information, artists should e-mail, visit Web site or call.

FALL FESTIVAL OF ART AT QUEENY PARK

P.O. Box 190846, St. Louis MO 63119-6846. (314)889-0433. E-mail: info@gshaa.com. Web site: www.gslaa.com. **Contact:** Camille Latzer, show chair. Estab. 1976. Fine arts & crafts show held annually Labor Day weekend at Queeny Park. Indoors. Accepts photography, all fine art and fine craft categories. Juried by 5 jurors; 5 slides shown simultaneously. Awards/prizes: \$4,000+ total prizes. Number of exhibitors: 130. Public attendance: 2,000-4,000. Public admission: \$5 with free return. Deadline for entry: late May; see Web site for specific date. Application fee: \$15. Space fee: \$175. Exhibition space: 80 sq. ft. For more information, artists should e-mail or visit Web site.

Tips "Excellent, professional slides; neat, interesting booth. But most importantly—exciting, vibrant, eye-catching art work."

FILLMORE JAZZ FESTIVAL

Fillmore St., between Jackson & Eddy, San Francisco CA 94115. (800)731-0003. Fax: (510)236-1691. E-mail: art@fillmorejazzfestival.com. Web site: www.fillmorejazzfestival.com. **Contact:** Sarah Myers, project manager. Estab. 1984. Fine arts & crafts show and jazz festival held annually 1st weekend of July. Outdoors. Accepts

photography, ceramics, glass, jewelry, paintings, sculpture, metal, clay, wood, clothing. Juried by prescreened panel. Number of exhibitors: 250. Public attendance: 90,000. Free to public. Deadline for entry: ongoing. Space fee: \$350-600. Exhibition space: 8×10 ft. or 10×10 ft. Average gross sales/exhibitor: \$800-11,000. For more information, artists should e-mail, visit Web site or call.

GRAND FESTIVAL OF THE ARTS & CRAFTS

P.O. Box 429, Grand Lake CO 80447-0429. (970)627-3372. Fax: (970)627-8007. E-mail: glinfo@grandlakechamber.com. Web site: www.grandlakechamber.com. **Contact:** Cindy Cunningham, events coordinator; Elaine Argu-ien, office chamber. Fine arts & crafts show held annually 1st weekend in June. Outdoors. Accepts photography, jewelry, leather, mixed media, painting, paper, sculpture, wearable art. Juried by chamber committee. Awards/prizes: Best in Show and People's Choice. Number of exhibitors: 50-55. Public attendance: 1,000+. Free to public. Artists should apply by submitting slides or photos. Deadline for entry: May 1. Application fee: \$125, includes space fee, security deposit and business license. Exhibition space: 10×10 ft. For more information, artists should e-mail or call.

HOME DECORATING & REMODELING SHOW

P.O. Box 230699, Las Vegas NV 89105-0699. (702)450-7984; (800)343-8344. Fax: (702)451-7305. E-mail: spvandy@cox.net. Web site: www.nashvillehomeshow.com. **Contact:** Vandy Richards, manager member. Estab. 1983. Home show held annually in September. Indoors. Accepts photography, sculpture, watercolor, oils, mixed media, pottery. Awards/prizes: Outstanding Booth Award. Number of exhibitors: 300-350. Public attendance: 25,000. Public admission: \$8. Artists should apply by calling. Marketing is directed to middle- and above-average income brackets. Deadline for entry: open until filled. Space fee: \$790+. Exhibition space: 9×10 ft. or complement of 9×10 ft. For more information, artists should call.

KINGS MOUNTAIN ART FAIR

13106 Skyline Blvd., Woodside CA 94062. (650)851-2710. E-mail: kmfsecty@aol.com. **Contact:** Carrie German, administrative assistant. Estab. 1963. Fine arts & crafts show held annually Labor Day weekend. Accepts photography, ceramics, clothing, 2D painting, glass, jewelry, leather, sculpture, textile/fiber, wood. Juried. Number of exhibitors: 135. Public attendance: 10,000. Free to public. Deadline for entry: January 30. Application fee: \$10. Space fee: \$100 plus 15% commission. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$3,000. For more information, artists should e-mail, visit Web site, call or send SASE.

LAKE CITY ARTS & CRAFTS FESTIVAL

P.O. Box 1147, Lake City, CO 81235. (970)944-2706. E-mail: jlsharpe@centurytel.net. Web site: www.lakecityart.s.org. **Contact:** Laura Sharpe, festival director. Estab. 1975. Fine arts/arts & craft show held annually in mid-July. One-day event. Outdoors. Accepts photography, jewelry, metal work, woodworking, painting, handmade items. Juried by an undisclosed 4-member jury. Prize: Winners are entered in a drawing for a free booth space in the following year's show. Number of exhibitors: 85. Public attendance: 500. Free to the public. Deadline for entry: May 1, 2007. Application fee: \$75. Exhibition space: 12×12 ft. Average gross sales/exhibitor: \$500-\$1,000. For more information, artists should visit Web site.

Tips "Repeat vendors draw repeat customers. People like to see their favorite vendors each year or every other year. If you come every year, have new things as well as your best-selling products."

LITCHFIELD LIBRARY ARTS & CRAFTS FESTIVAL

101 W Wigwam Blvd., Litchfield Pk AZ 85340. (623)935-5053. E-mail: tinalibrary@qwest.net. **Contact:** Tina Norwalk, administrator. Estab. 1970. Fine arts & crafts show held annually 1st weekend in November. Outdoors. Accepts photography and all mediums. Juried. Number of exhibitors: 300. Public attendance: 125,000. Free to public. Artists should apply by calling for application. Deadline for entry: July 15. Space fee: \$300. Exhibition space: 10×15 ft. For more information, artists should call.

Tips "Professional display and original art."

LOMPOC FLOWER FESTIVAL

P.O. Box 723, Lompoc CA 93438. (805)735-9501. Web site: www.lompocvalleyartassociation.com. **Contact:** Marie Naar, chairman. Estab. 1942. Fine arts & crafts show held annually last week in June. Event includes a parade, food booths, entertainment, beer garden and commercial center, which is not located near arts & crafts. Outdoors. Accepts photography, fine art, woodworking, pottery, stained glass, fine jewelry. Juried by 5 members of the Lompoc Valley Art Association. Vendor must submit 5 photos of their craft and a description on how to make the craft. Number of exhibitors: 95. Public attendance: 95,000+. Free to public. Artists should apply by calling the contact person for application or download application from Web site. Deadline for entry: April 1.

Space fee: \$173 plus insurance. Exhibition space: 16×16 ft. For more information, artists should visit Web site, call or send SASE.

Tips "Artists should have prices that are under \$100 to succeed."

MAIN AVENUE ARTS FESTIVAL

802 E. Second Ave., Durango CO 81301. (970)259-2606. Fax: (970)259-6571. E-mail: brian@durangoarts.org. Web site: www.durangoarts.org. **Contact:** Susan Anderson, exhibits director. Estab. 1993. Fine arts & crafts show held annually 2nd full weekend in August. Outdoors. Accepts photography and all mediums. Juried. Awards/prizes: Juror's Choice: \$250; Best of Show, fine art: \$250. Number of exhibitors: 100. Public attendance: 8,000. Free to public. Application fee: \$25. Space fee: \$230. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or send SASE.

MID-MISSOURI ARTISTS CHRISTMAS ARTS & CRAFTS SALE

P.O. Box 116, Warrensburg MO 64093. (660)747-6092. E-mail: bjsmith@iland.net or rlimback@iland.net. **Contact:** Beverly Smith. Estab. 1970. Holiday arts & crafts show held annually in November. Indoors. Accepts photography and all original arts and crafts. Juried by 3 good-quality color photos (2 of the artwork, 1 of the display). Number of exhibitors: 50. Public attendance: 1,000. Free to the public. Artists should apply by e-mailing or calling for an application form. Deadline for entry: November. Space fee: \$50. Exhibition space: 10×10 ft. For more information, artists should e-mail or call.

Tips "Items under \$100 are most popular."

NAPA WINE & CRAFTS FAIRE

1556 First St., Suite 102, Napa CA 94559. (707)257-0322. Fax: (707)257-1821. E-mail: craig@napadowntown.com. Web site: www.napadowntown.com. **Contact:** Craig Smith, executive director. Wine & crafts show held annually in September. Outdoors. Accepts photography, jewelry, clothing, woodworking, glass, dolls, candles and soaps, garden art. Juried based on quality, uniqueness, and overall craft mix of applicants. Number of exhibitors: over 200. Public attendance: 20,000-30,000. Artists should apply by contacting the event coordinator, Marla Bird, at (707)299-0712 to obtain an application form. Application forms are also available on Web site. Application fee: \$15. Space fee: \$200. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Electricity is available, but limited. There is a \$40 processing fee for cancellations."

PASEO ARTS FESTIVAL

3022 Paseo, Oklahoma City OK 73103. (405)525-2688. Web site: www.ThePaseo.com. **Contact:** Suzanne Owens, executive director. Estab. 1976. Fine arts & crafts show held annually Memorial Day weekend. Outdoors. Accepts photography and all fine art mediums. Juried by submitting 3 slides or CDs. Awards/prizes: \$1,000, Best of Show. Number of exhibitors: 75. Public attendance: 40,000. Free to public. Artists should apply by calling for application form. Deadline for entry: March 1. Application fee: \$25. Space fee: \$250. Exhibition space: 10×10 ft. For more information, artists should visit Web site, call or send SASE.

PATTERSON APRICOT FIESTA

P.O. Box 442, Patterson CA 95363. (209)892-3118. Fax: (209)892-3388. E-mail: patterson-apricot-fiesta@hotmail.com. Web site: www.patterson-ca.com. **Contact:** Chris Rodriguez, chairperson. Estab. 1984. Arts & crafts show held annually in June. Outdoors. Accepts photography, oils, leather, various handicrafts. Juried by type of product; number of artists already accepted; returning artists get priority. Number of exhibitors: 140-150. Public attendance: 25,000. Free to the public. Deadline for entry: approximately April 15. Application fee/space fee: \$130. Exhibition space: 12×12 ft. For more information, artists should call, send SASE.

Tips "Please get your applications in early!"

RIVERBANK CHEESE & WINE EXPOSITION

3300 Santa Fe St., Riverbank CA 95367-2317. (209)869-4541. Fax: (209)869-4639. E-mail: riverbankchamber@harter.net. Web site: www.riverbankchamber.net. **Contact:** Kim Velasquez, chamber manager. Estab. 1977. Arts & crafts show and commercial & food show held annually 2nd weekend in October. Outdoors. Accepts photography, other mediums—depends on the product. Juried by pictures and information about the artists. Number of exhibitors: 400. Public attendance: 70,000-80,000. Free to public. Artists should apply by calling and requesting an application. Deadline for entry: June 30th. Space fee: \$260/arts & crafts; \$380/commercial. Exhibition space: 10×12 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

Tips "Make sure your display is pleasing to the eye."

SANTA CALI GON DAYS FESTIVAL

P.O. Box 1077, Independence MO 64051. (816)252-4745. Fax: (816)252-4917. E-mail: tfreeland@independencchamber.org. Web site: www.santacaligon.com. **Contact:** Teresa Freeland, special projects assistant. Estab. 1940. Market vendors show held annually Labor Day weekend. Outdoors. Accepts photography, all other mediums. Juried by committee. Number of exhibitors: 240 market vendors. Public attendance: 225,000. Free to public. Artists should apply by requesting application. Application requirements include completed application, application fee, 4 photos of product/art and 1 photo of display. Deadline for entry: March 6-April 7. Application fee: \$20. Space fee: \$330-430. Exhibition space: 8×8 ft. to 10×10 ft. For more information, artists should e-mail, visit Web site or call.

SIERRA MADRE WISTORIA FESTIVAL

78 W. Sierra Madre Blvd., Sierra Madre CA 91024. (626)355-5111. Fax: (626)306-1150. E-mail: info@sierramadrchamber.com. Web site: www.SierraMadrechamber.com. Estab. 100 years ago. Fine arts, crafts and garden show held annually in March. Outdoors. Accepts photography, anything handcrafted. Juried based on appropriateness. Awards/prizes: Sometimes newspapers will do special coverage of a particular artist. Number of exhibitors: 175. Public attendance: 12,000. Free to public. Artists should apply by sending completed and signed application, 3-5 photographs of their work, application fee, license application, space fee and 2 SASEs. Deadline for entry: November 30. Application fee: \$15. Space fee: \$177. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Have a clear and simple application. Be nice."

SOLANO AVENUE STROLL

1563 Solano Ave. #PMB 101, Berkeley CA 94707. (510)527-5358. Fax: (510)548-5335. E-mail: saa@solanoave.org. Web site: www.solanoave.org. **Contact:** Lisa Bullwinkel, executive director. Estab. 1974. Fine arts & crafts show held 2nd Sunday in September. Outdoors. Accepts photography and all other mediums. Juried by board of directors. Jury fee: \$10. Number of exhibitors: 140 spaces for crafts; 600 spaces total. Public attendance: 300,000. Free to the public. Artists should apply online after April 1, or send SASE. Deadline for entry: June 1. Space fee: \$10. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site, send SASE.

Tips "Artists should have a clean presentation; small-ticket items as well as large-ticket items; great customer service; enjoy themselves."

ST. GEORGE ART FESTIVAL

86 S. Main St., George UT 84770. (435)634-5850. Fax: (435)634-0709. E-mail: leisure@sgcity.org. Web site: www.sgcity.org. **Contact:** Carlene Garrick, administrator assistant. Estab. 1979. Fine arts & crafts show held annually Easter weekend in either March or April. Outdoors. Accepts photography, painting, wood, jewelry, ceramics, sculpture, drawing, 3D mixed media, glass. Juried from slides. Awards/prizes: \$5,000 Purchase Awards. Art pieces selected will be placed in the city's permanent collections. Number of exhibitors: 110. Public attendance: 20,000/day. Free to public. Artists should apply by completing application form, nonrefundable application fee, slides or digital format of 4 current works in each category and 1 of booth, and SASE. Deadline for entry: January 6. Application fee: \$20. Space fee: \$125. Exhibition space: 10×11 ft. For more information, artists should e-mail.

Tips "Artists should have more than 50% originals. Have quality booths and set-up to display art in best possible manner. Be outgoing and friendly with buyers."

STILLWATER ARTS & HERITAGE FESTIVAL

P.O. Box 1449, Stillwater OK 74074. (405)533-8541. Fax: (405)533-3097. **Contact:** Jessica Novak, festival director. Estab. 1977. Fine arts & crafts show held annually in April. Outdoors. Accepts photography, oil, acrylic, watercolor and multimedia paintings, pottery, pastel work, fiber arts, jewelry, sculpture, glass art. Juried by a committee of 3-5 jurors. Awards/prizes: Best of Show: \$250; 1st Place: \$100; 2nd Place: \$75, and 3rd Place: \$50. Number of exhibitors: 70. Public attendance: 7,500-10,000. Free to public. Artists should apply by calling for an application to be mailed or e-mailed. Deadline for entry: early February. Application fee: \$65. Exhibition space: 11×11 ft. Average gross sales/exhibitor: \$500. For more information, artists should call.

STRAWBERRY JUNCTION ARTS & CRAFTS SHOW

13858 N. Pumpkin Hollow, Proctor OK 74457-3236. (918)456-0113. **Contact:** Cleve Smith, coordinator. Estab. 1985. Arts & crafts show held annually at various times throughout the year. Indoors. Accepts handmade arts and crafts and some photography. Juried by 3 photos. Number of exhibitors: 30-80. Free to public. Artists should apply by contacting the coordinator. Deadline for entry: until full. Application fee: \$60. Space fee: \$160

per 10×10 ft. Exhibition space: 10×10 ft. to 10×20 ft. Average gross sales/exhibitor: \$800-1,500. For more information, artists should call or send SASE.

SUN FEST, INC.

P.O. Box 2404, Bartlesville OK 74005. (918)914-2826. Fax: (918)331-3351. E-mail: lhigbee@tctc.org. **Contact:** Laura Higbee, chair of board. Estab. 1982. Fine arts & crafts show held annually in early June. Outdoors. Accepts photography, painting, other arts and crafts. Juried. Awards/prizes: \$2,000; free booth rental for following year for 3 artists and 3 crafters. Number of exhibitors: 95-100. Number of attendees: 25,000-30,000. Free to the public. Artists should apply by e-mailing or calling for an entry form, or visit Web site. Application fee: \$110 (\$135 for late application). Exhibition space: 10×10 ft. For more information, artists should e-mail, call or visit Web site.

TILLES ARTS & CRAFT FESTIVAL

9551 Litzinger Rd., St. Louis MO 63124. (636)391-0922, ext. 12. Fax: (636)527-2259. E-mail: toconnell@stlouisco.com. Web site: www.stlouisco.com/parks. **Contact:** Tonya O'Connell, recreation supervisor. Fine arts & crafts show held biannually in May and September. Outdoors. Accepts photography, oil, acrylic, clay, fiber, sculpture, watercolor, jewelry, wood, floral, basket, print, drawing, mixed media. Juried by a committee. Awards/prizes: \$100. Number of exhibitors: 90-100. Public attendance: 5,000. Public admission: \$1. Deadline for entry: March, spring show; May, fall show. Application fee: \$15. Space fee: \$75. Exhibition space: 10×10 ft. For more information, artists should call.

TULSA INTERNATIONAL MAYFEST

321 S. Boston #101, Tulsa OK 74103. (918)582-6435. Fax: (918)587-7721. E-mail: comments@tulsamayfest.org. Web site: www.tulsamayfest.org. Estab. 1972. Fine arts & crafts show held annually in May. Outdoors. Accepts photography, clay, leather/fiber, mixed media, drawing, pastel, graphics, printmaking, jewelry, glass, metal, wood, painting. Juried by a blind jurying process. Artists should submit 4 slides of work and 1 of booth set-up. Awards/prizes: Best in Category and Best in Show. Number of exhibitors: 120. Public attendance: 350,000. Free to public. Artists should apply by downloading application in late November. Deadline for entry: January 16. Application fee: \$25. Space fee: \$300. Exhibition space: 10×10 ft. For more information, artists should e-mail or visit Web site.

NORTHWEST

ANACORTES ARTS FESTIVAL

505 "O" St., Anacortes WA 98221. (360)293-6211. E-mail: info@anacortesartsfestival.com. Web site: www.anacortesartsfestival.com. **Contact:** Mary Leone. Fine arts & crafts show held annually 1st full weekend in August. Accepts photography, painting, drawings, prints, ceramics, fiber art, paper art, glass, jewelry, sculpture, yard art, woodworking. Juried by projecting 3 images on a large screen. Works are evaluated on originality, quality and marketability. Each applicant must provide 3 high-quality digital images or slides—2 of the product and 1 of the booth display. Awards/prizes: over \$4,000 in prizes. Number of exhibitors: 250. Artists should apply by visiting Web site for online submission or by mail (there is a \$25 processing fee for application by mail). Deadline for entry: early March. Space fee: \$300. For more information, artists should see Web site.

ANNUAL ARTS & CRAFTS FAIR

Pend Oreille Arts Council, P.O. Box 1694, Sandpoint ID 83864. (208)263-6139. E-mail: art@sandpoint.net. Web site: www.ArtinSandpoint.org. Estab. 1962. Arts & crafts show held annually in August. Outdoors. Accepts photography and all handmade, noncommercial works. Juried by an 8-member jury. Number of exhibitors: 100. Public attendance: 5,000. Free to public. Artists should apply by sending in application. Deadline for entry: May 1. Application fee: \$15. Space fee: \$150-230. Exhibition space: 10×10 ft. or 10×15 ft. For more information, artists should e-mail, visit Web site, call or send SASE.

ART & JAZZ ON BROADWAY

P.O. Box 583, Philipsburg MT 59858. **Contact:** Sherry Armstrong at hitchinpost@blackfoot.net or (406)859-0366, or Liz Willett at kokopellilane@mac.com or (406)859-3189. Estab. 2000. Fine arts/jazz show held annually in August. Outdoors. Accepts photography and handcrafted, original, gallery-quality fine arts and crafts media made by selling artist. Juried by Flint Creek Valley Arts Council. Number of exhibitors: 75. Public attendance: 1,500-2,000. Admission fee: donation to Flint Creek Valley Arts Council. Artists should e-mail or

call for an entry form. Application fee: \$45. Exhibition space: 10 × 10 ft. Artists should e-mail or call for more information.

Tips "Be prepared for temperatures of 100 degrees or rain. Display in a professional manner. Friendliness is crucial; fair pricing is essential."

ARTS IN THE PARK

302 2nd Ave. East, Kalispell MT 59901. (406)755-5268. Fax: (406)755-2023. E-mail: information@hackadaymuseum.org. Web site: www.hockadaymuseum/artpark.htm. Estab. 1968. Fine arts & crafts show held annually 4th weekend in July. Outdoors. Accepts photography, jewelry, clothing, paintings, pottery, glass, wood, furniture, baskets. Juried by a panel of 5 members. Artwork is evaluated for quality, creativity and originality. Jurors attempt to achieve a balance of mediums in the show. Awards/prizes: \$100, Best Booth Award. Number of exhibitors: 100. Public attendance: 10,000. Public admission: \$5/weekend pass; \$3/day pass; under 12, free. Artists should apply by sending the application form, entry fee, a SASE and a CD containing 5 images in JPEG format; 4 images of work and 1 of booth. Deadline for entry: May 1. Application fee: \$25. Space fee: \$160-425. Exhibition space: 10 × 10 ft. to 10 × 20 ft. For more information, artists should e-mail, visit Web site or call.

THE BIG ONE ARTS & CRAFTS SHOW

313-29th Ave. NE, Great Falls MT 59404-1005. E-mail: giskaasent@bresnan.net. **Contact:** Sue Giskaas, owner/promoter. Estab. 1990. Arts & crafts show held annually in mid-September. Indoors. Accepts photography, anything handmade, no resale. Juried by management selects. Number of exhibitors: 141. Public attendance: 5,000. Public admission: \$2. Artists should apply by sending SASE to above address. Deadline for entry: August 15. Space fee: \$125-195. Exhibition space: 10 × 10 ft. to 10 × 15 ft. For more information, artists should e-mail, call or send SASE.

THE CRAFTSMEN'S CHRISTMAS ARTS & CRAFTS SHOW

313-29th Ave. NE, Great Falls MT 59404-1005. (406)453-3120. E-mail: giskaasent@bresnan.net. **Contact:** Sue Giskaas, owner/promoter. Estab. 2005. Arts & crafts show held annually in early November. Indoors. Accepts photography, anything handmade, no resale. Juried by management selects. Number of exhibitors: 85. Public attendance: 5,000. Public admission: \$2. Artists should apply by sending SASE to above address. Deadline for entry: October 1. Space fee: \$125. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, call or send SASE.

SIDEWALK ART MART

225 Cruse Ave. B, Helena MT 59601. (406)447-1535. Fax: (406)447-1533. E-mail: hlnabid@mt.net. Web site: www.downtownhelena.com. **Contact:** Joan More, programs and event manager. Estab. 1974. Arts, crafts & music festival held annually in July. Outdoors. Accepts photography. No restrictions except to display appropriate work for all ages. Number of exhibitors: 50+. Public attendance: 5,000. Free to public. Artists should apply by visiting Web site to download application. Space fee: \$100-125. Exhibition space: 10 × 10 ft. For more information, artists should e-mail, visit Web site or call.

Tips "Greet people walking by and have an eye-catching product in front of booth. We have found that high-end artists or expensively priced art booths that had business cards with e-mail or Web site information received many contacts after the festival."

THE SPRING THING ARTS & CRAFTS SHOW

313 29th Ave. NE, Great Falls MT 59404-1005. (406)453-3120. E-mail: giskaasent@bresnan.net. **Contact:** Sue Giskass, owner/promoter. Estab. 2001. Arts & crafts show held annually in early May. Indoors. Accepts photography and any medium as long as it is handmade. No resale. Juried by management selections. Number of exhibitors: 85. Public attendance: 4,000. Public admission: \$2. Artists should apply by sending SASE to above address. Deadline for entry: April 1. Space fee: \$100-165. Exhibition space: 10 × 10 ft. to 10 × 15 ft. For more information, artists should e-mail, call or send SASE.

Tips "Make your booth look professional."

STRAWBERRY FESTIVAL

2815 2nd Ave. N., Billings MT 59101. (406)259-5454. Fax: (406)294-5061. E-mail: lisaw@downtownbillings.com. Web site: www.strawberryfun.com. **Contact:** Lisa Woods, executive director. Estab. 1991. Fine arts & crafts show held annually 2nd Saturday in June. Outdoors. Accepts photography. Juried. Number of exhibitors: 76. Public attendance: 15,000. Free to public. Artists should apply by application available on the Web site. Deadline for entry: April 14. Exhibition space: 12 × 12 ft. For more information, artists should visit Web site.

TULIP FESTIVAL STREET FAIR

P.O. Box 1801, Mt. Vernon WA 98273. (360)226-9277. E-mail: downtwnmv@cnw.com. Web site: www.downtownmountvernon.com. **Contact:** Executive Director. Estab. 1984. Arts & crafts show held annually 3rd weekend in April. Outdoors. Accepts photography and original artists' work only. No manufactured work. Juried by a board. Jury fee: \$10 with application and prospectus. Number of exhibitors: 215-220. Public attendance: 20,000-25,000. Free to public. Artists should apply by calling or e-mailing request. Deadline for entry: January 30. Application fee: \$10. Space fee: \$80-160. Exhibition space: 10×10 ft. Average gross sales/exhibitor: \$2,500-4,000. For more information, artists should e-mail, visit Web site, call or send SASE.

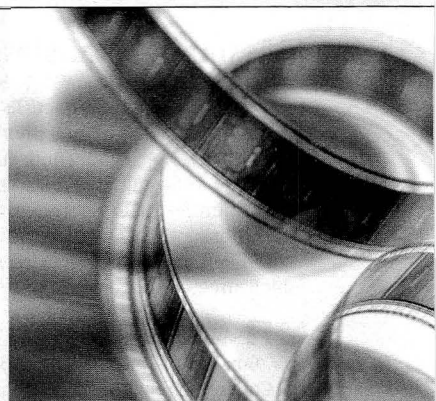
Tips "Keep records of your street fair attendance and sales for your résumé. Network with other artists about which street fairs are better to return to or apply for."

WHITEFISH ARTS FESTIVAL

P.O. Box 131, Whitefish MT 59937. (406)862-5875. Fax: (406)862-3515. Web site: www.whitefishartsfestival.org. **Contact:** Brenda deNeui, coordinator. Estab. 1979. Fine arts & crafts show held annually 1st weekend in July. Outdoors. Accepts photography, pottery, jewelry, sculpture, paintings, woodworking. Juried. Art must be original and handcrafted. Work is evaluated for creativity, quality and originality. Awards/prizes: Best of Show awarded half-price booth fee for the following year with no application fee. Number of exhibitors: 100. Public attendance: 3,000. Free to public. Deadline for entry: April 14. Application fee: \$20. Space fee: \$195. Exhibition space: 10×10 ft. For more information, artists should e-mail, visit Web site or call.

Tips Recommends "variety of price range, professional display, early application for special requests."

Contests



Whether you're a seasoned veteran or a newcomer still cutting your teeth, you should consider entering contests to see how your work compares to that of other photographers. The contests in this section range in scope from tiny juried county fairs to massive international competitions. When possible, we've included entry fees and other pertinent information in our limited space. Contact sponsors for entry forms and more details.

Once you receive rules and entry forms, pay particular attention to the sections describing rights. Some sponsors retain all rights to winning entries or even *submitted* images. Be wary of these. While you can benefit from the publicity and awards connected with winning prestigious competitions, you shouldn't unknowingly forfeit copyright. Granting limited rights for publicity is reasonable, but you should never assign rights of any kind without adequate financial compensation or a written agreement. If such terms are not stated in contest rules, ask sponsors for clarification.

If you're satisfied with the contest's copyright rules, check with contest officials to see what types of images won in previous years. By scrutinizing former winners, you might notice a trend in judging that could help when choosing your entries. If you can't view the images, ask what styles and subject matters have been popular.

AFI FEST

2021 N. Western Ave., Los Angeles CA 90027-1657. (323)856-7600 or (866)AFI-FEST. Fax: (323)467-4578. E-mail: AFIfest@AFI.com. Web site: www.afifest.com. **Contact:** Director, festivals. Cost: \$40 shorts; \$50 features. "LA's most prominent annual film festival." Various cash and product prizes are awarded. Open to filmmakers of all skill levels. **Annual July deadline.** Photographers should write, call or e-mail for more information.

ALEXIA COMPETITION

Syracuse University Newhouse School, Syracuse NY 13244-2100. (315)443-2304. E-mail: dcsuther@syr.edu. Web site: www.alexiafoundation.org. **Contact:** David Sutherland. Annual contest. Provides financial ability for students to study photojournalism in England, and for professionals to produce a photo project promoting world peace and cultural understanding. Students win scholarships to study photojournalism at Syracuse University in London. A professional wins \$15,000 cash grant. **February 1 student deadline. January 16 professional deadline.** Photographers should e-mail or see Web site for more information.

ANNUAL EXHIBITION OF PHOTOGRAPHY

San Diego County Fair Entry Office, 2260 Jimmy Durante Blvd., Del Mar CA 92014. (858)792-4207. Sponsor: San Diego County Fair (22nd District Agricultural Association). Annual event for still photos/prints. **Pre-registration deadline:** April/May. Access the dates and specifications for entry on Web site. There are 3 divisions: Photography, Electronic Arts, and Photojournalism. Entry form can be submitted online.

ANNUAL JURIED PHOTOGRAPHY EXHIBITION

Perkins Center for the Arts, 395 Kings Hwy., Moorestown NJ 08057. (856)235-6488 or (800)387-5226. Fax: (856)235-6624. E-mail: create@perkinscenter.org. Web site: www.perkinscenter.org. Cost: \$8/entry; up to 3 entries. Regional juried photography exhibition. Works from the exhibition are considered for inclusion in the permanent collection of the Philadelphia Museum of Art, the Smithsonian American Art Museum, and the Johnson & Johnson Corporate Art Collection. Past jurors include Merry Foresta, curator of photography at the Smithsonian American Art Museum; Katherine Ware, curator of photographs at the Philadelphia Museum of Art; and photographers Emmett Gowin and Vik Muniz. All work must be framed with wiring in back and hand-delivered to Perkins Center. Photographers should call, e-mail or see Web site for prospectus in November.

APOGEE PHOTO MAGAZINE BIMONTHLY PHOTO CONTEST

11749 Zenobia Loop, Westminster CO 80031. (303)838-4848. Fax: (303)463-2885. E-mail: mfulks@apogeephoto.com. Web site: www.apogeephoto.com. **Contact:** Michael Fulks, publisher. Bimonthly contest. Themes and prizes change with each contest. Photographers should see Web site (www.apogeephoto.com/contest.shtml) for more information.

APOGEE PHOTO MAGAZINE MONTHLY COVER PHOTO CONTEST

11749 Zenobia Loop, Westminster CO 80031. (303)838-4848. Fax: (303)463-2885. E-mail: mfulks@apogeephoto.com. Web site: www.apogeephoto.com. **Contact:** Michael Fulks, publisher. Monthly contest. No theme; "We choose the best from all images received the previous month." Prizes change month-to-month. Photographers should see Web site (www.apogeephoto.com/POM_details.shtml) for more information.

ARC AWARDS

500 Executive Blvd., Ossining-on-Hudson NY 10562. (914)923-9400. Fax: (914)923-9484. E-mail: info@mercommawards.com. Web site: www.mercommawards.com. Cost: depends on category. Annual contest. The purpose of the contest is to honor outstanding achievement in annual reports. Major category for annual report photography—covers and interiors. "Best of Show" receives a personalized trophy. Grand Award winners receive personalized award plaques. Gold, silver, bronze and finalists receive a personalized award certificate. Every entrant receives complete judge score sheets and comments. Photographers should see Web site, write, call or e-mail for more information.

ARTIST FELLOWSHIP GRANTS

% Oregon Arts Commission, 775 Summer St. NE, Salem OR 97310. (503)986-0082. Fax: (503)986-0260. E-mail: oregon.artscomm@state.or.us. Web site: <http://www.oregonartscommission.org/main.php>. A juried grant process offering cash awards to Oregon visual artists, in **odd-numbered years**.

ARTIST FELLOWSHIPS/VIRGINIA COMMISSION FOR THE ARTS

223 Governor St., Richmond VA 23219-2010. (804)225-3132. Fax: (804)225-4327. E-mail: arts@arts.virginia.gov. Web site: www.arts.virginia.gov. Applications accepted in alternate years. The purpose of the Artist Fellow-

ship program is to encourage significant development in the work of individual artists, to support the realization of specific artistic ideas, and to recognize the central contribution professional artists make to the creative environment of Virginia. Grant amounts are up to \$5,000. Emerging and established artists are eligible. Open only to photographers who are legal residents of Virginia and at least 18 years of age. Applications are available in June. See *Guidelines for Funding* and application forms on the Web site or write for more information.

ARTSLINK PROJECTS

435 Hudson Street, New York NY 10014. (212)643-1985, ext. 22. Fax: (212)643-1996. E-mail: al@cecartslink.org. Web site: www.cecartslink.org. **Contact:** Tamalyn Miller. Cost: free. Annual travel grants. ArtsLink Projects accepts applications from individual artists, curators and nonprofit arts organizations who intend to undertake projects in Central Europe, Russia and Eurasia. Grants range from \$2,500-10,000. Open to advanced photographers. **January deadline.** Photographers should e-mail or call for more information.

ASTRID AWARDS

500 Executive Blvd., Ossining-on-Hudson NY 10562. (914)923-9400. Fax: (914)923-9484. E-mail: info@mercommawards.com. Web site: www.mercommawards.com. Annual contest. The purpose of the contest is to honor outstanding achievement in design communications. Major category for photography, including books, brochures and publications. "Best of Show" receives a personalized trophy. Grand Award winners receive personalized award plaques. Gold, silver, bronze and finalists receive a personalized award certificate. Every entrant receives complete judge score sheets and comments. Photographers should see Web site, write, call or e-mail for more information.

ATLANTA PHOTOJOURNALISM SEMINAR CONTEST

PMB 301, 541 Tenth St. NW, Atlanta GA 30318-5713. (404)982-9359. E-mail: contest@photojournalism.org. Web site: www.photojournalism.org. **Contact:** Zack Arias, contest chairman. Cost: \$35. Annual contest. This is an all-digital contest with several different categories (all related to news and photojournalism). Photographs may have been originally shot on film or with a digital camera, but the entries must be submitted in digital form. Photographs do not have to be published to qualify. No slide or print entries are accepted. Video frame grabs are not eligible. Rules are very specific. See Web site for official rules. More than \$5,000 in prizes, including \$1,000 and Nikon camera gear for Best Portfolio. Open to all skill levels. **November deadline.**

BANFF MOUNTAIN PHOTOGRAPHY COMPETITION

Box 1020, 107 Tunnel Mountain Dr., Banff AB T1L 1H5 Canada. (403)762-6347. Fax: (403)762-6277. E-mail: BanffMountainPhotos@banffcentre.ca. Web site: www.BanffMountainFestivals.ca. **Contact:** Competition Coordinator. Annual contest. Up to 5 images (prints or slides) in each of 5 categories: Mountain Landscape, Mountain Adventure, Mountain Flora/Fauna, Mountain Culture, and Mountain Environment. Entry form available on Web site. Approximately \$6,000 in cash and prizes to be awarded. Open to all skill levels. Photographers should write, e-mail or fax for more information.

BEST OF COLLEGE PHOTOGRAPHY ANNUAL

Serbin Communications, 813 Reddick St., Santa Barbara CA 93103. (805)963-0439 or (800)876-6425. Fax: (805)965-0496. E-mail: admin@serbin.com. Web site: www.serbin.com. Annual student contest. Sponsored by *Photographer's Forum Magazine* (see separate listing in the Consumer Publications section). Winners and finalists have their photos published in *Best of College Photography Annual*. See Web site for entry form.

BEST OF PHOTOGRAPHY ANNUAL

Serbin Communications, 813 Reddick St., Santa Barbara CA 93103. (805)963-0439 or (800)876-6425. Fax: (805)965-0496. E-mail: admin@serbin.com. Web site: www.serbin.com. Annual amateur contest. Sponsored by *Photographer's Forum Magazine* (see separate listing in the Consumer Publications section). Winners and finalists have their photos published in *Best of Photography Annual*. See Web site for entry form.

BETHESDA INTERNATIONAL PHOTOGRAPHY EXHIBITION

Fraser Gallery, 7700 Wisconsin Ave., Suite E, Bethesda MD 20814. (301)718-9651. Fax: (301)718-9652. E-mail: info@thefrasergallery.com. Web site: www.thefrasergallery.com. **Contact:** Catriona Fraser, director. Cost: \$25. Annual contest. Provides an exhibition opportunity in the greater Washington, D.C., area in a highly respected independent commercial fine arts gallery. Nearly \$1,000 in cash awards and inclusion in group shows for all award winners. **February 4 deadline.** Photographers should send SASE for more information or print the prospectus and entry form from the Web site, www.thefrasergallery.com/photocomp.html.

CAMARGO FOUNDATION VISUAL ARTS FELLOWSHIP

400 Sibley St., 125 Park Square Court, St. Paul MN 55101-1928. (651)238-8805. E-mail: camargo@jeromefdn.org. Web site: www.camargofoundation.org. **Contact:** U.S. Secretariat. Annual contest. Semester-long residencies awarded to visual artists and academics. Artists may work on a specific project, develop a body of work, etc. Fellows must live on-site at foundation headquarters for the duration of the term. One-semester residential grants (September-December or January-May). Each fellow receives a \$3,500 stipend. Open to advanced photographers. **January 15 deadline.** Photographers should visit Web site for all necessary application and recommendation forms.

“CELEBRATING LIFE!” SENIOR ART COMPETITION

The Contemporary Arts Collective, 101 E. Charleston Blvd. #101, Las Vegas NV 89104. (702)299-6844. Fax: (702)598-3886. E-mail: info@caclv.lvcoxmail.com. Web site: www.cac-lasvegas.org. **Contact:** Natalie Ortiz, director. Contest held annually. Works of art created within the past 3 years and not previously juried into “Celebrating Life!” are eligible. A panel of judges, including artists and arts professionals, will select the award winners and artwork that will be displayed in the final exhibition. Cash awards given in several categories. Open to artists 50 and older. For more information, photographers should call, write, e-mail.

THE CENTER FOR FINE ART PHOTOGRAPHY

201 S. College Ave., Fort Collins CO 80524. (907)224-1010. E-mail: exhibitions@c4fap.org. Web site: www.c4fap.org. **Contact:** Grace Norman, exhibitions director. Cost: typically \$35 for first 3 entries; \$10 for each additional entry. Competitions held 10 times/year. “The Center’s competitions are designed to attract and exhibit quality fine art photography created by emerging and established artists working in traditional, digital and mixed-media photography. The themes for each exhibition vary greatly. The themes, rules, details and entry forms for each call for entry are posted on the Center’s Web site.” All accepted work is exhibited in the Center gallery. Additionally, the Center offers monetary awards, scholarships, solo exhibitions and other awards. Awards are stated with each call for entry. Open to all skill levels. Photographers should see Web site for deadlines and more information.

COLLEGE PHOTOGRAPHER OF THE YEAR

109 Lee Hills Hall, Columbia MO 65211-1370. (573)882-4882. Fax: (573)884-4999. E-mail: info@cpoy.org. Web site: www.cpoy.org. **Contact:** Angel Anderson, coordinator. Annual contest to recognize excellent photography by currently enrolled college students. Portfolio winner receives a plaque, cash and camera products. Other category winners receive cash and camera products. Open to beginning and intermediate photographers. **Fall deadline.** Photographers should write, call or e-mail for more information.

COMMUNICATION ARTS ANNUAL PHOTOGRAPHY COMPETITION

110 Constitution Dr., Menlo Park CA 94025-1107. (650)326-6040. Fax: (650)326-1648. E-mail: competition@commarts.com. Web site: www.commarts.com. Entries must be accompanied by a completed entry form. “Entries may originate from any country. Explanation of the function in English is very important to the judges. The work will be chosen on the basis of its creative excellence by a nationally representative jury of designers, art directors and photographers.” Categories include interactive design, illustration, photography, design, advertising. “For further information regarding our competitions, please visit our Web site.”

DANCE ON CAMERA FESTIVAL

48 W. 21st St., #907, New York NY 10010. Phone/fax: (212)727-0764. E-mail: dfa5@earthlink.net; info@dancefilmsassn.org. Web site: www.dancefilmsassn.org. **Contact:** Artistic Director. Sponsored by Dance Films Association, Inc. The oldest annual dance festival competition in the world for films and videotapes on all aspects of dance. Co-presented by the Film Society of Lincoln Center in New York City; also tours internationally. Entry forms available on Web site.

DIRECT ART MAGAZINE PUBLICATION COMPETITION

(formerly New Art Showcase Exhibition), 59 Main St., Box 503, Phoenicia NY 12464. (845)688-7129. E-mail: slowart@aol.com. Web site: www.slowart.com. **Contact:** Tim Slowinski, director. Cost: \$30. Biannual contest. National magazine publication of new and emerging art in all medias. Cover and feature article awards. Open to all skill levels. **April/October deadlines.** Photographers should send SASE for more information.

EXCELLENCE IN PHOTOGRAPHIC TEACHING AWARD

Santa Fe Center for Photography, P.O. Box 2483, Santa Fe NM 87504. (505)984-8353. E-mail: info@sfcpc.org. Web site: www.sfcpc.org. **Contact:** Laura Wzorek, programs director. Cost: \$20. Annual contest. \$2,500 cash award and Adobe Photoshop Creative Suite. Rewards educators for their dedication and passion for photographic teaching. Educators in all areas of photographic teaching are eligible. **Deadline:** April 2007. Photographers should see Web site for more information.

FIFTYCROWS INTERNATIONAL FUND FOR DOCUMENTARY PHOTOGRAPHY

FiftyCrows, 49 Geary St., Suite 225, San Francisco CA 94108. Web site: www.fiftycrows.org. Grants, career and distribution assistance to emerging and mid-career documentary photographers to help complete a long-term documentary project of social, political, ethical, environmental or economic importance. FiftyCrows maintains a by-appointment gallery and reference library, and creates short films about documentary photographers. To receive call-for-entry notification and updates, enter e-mail address in the sign-up area on the home page of the Web site.

FIRELANDS ASSOCIATION FOR THE VISUAL ARTS

39 S. Main St., Oberlin OH 44074. (440)774-7158. E-mail: favagallery@oberlin.net. Web site: www.favagallery.org. **Contact:** Betsy Manderen, executive director. Cost: \$15/photographer; \$12 for FAVA members. Annual juried photography contest for residents of Ohio, Kentucky, Indiana, Michigan, Pennsylvania and West Virginia. Both traditional and experimental techniques welcome. Photographers may submit up to 3 works completed in the last 3 years. **Annual entry deadline: March-April (date varies)**. Photographers should call or e-mail for entry form.

GOLDEN LIGHT AWARDS

Maine Photographic Workshops, P.O. Box 200, Rockport ME 04856. (207)236-8581. Fax: (207)236-2558. E-mail: info@theworkshops.com. Web site: www.goldenlightawards.com. Annual photography competition for emerging photographers and professionals who have embarked on a personal project or have amassed a personal body of work. Open to photographers everywhere. **June deadline**. Photographers should call, fax or see Web site for more information.

** HUMANITY PHOTO AWARD (HPA)**

P.O. Box 8006, Beijing 100088 China. (86)(106)225-2175. E-mail: hpa@china-fpa.org. Web site: www.china-fpa.org. **Contact:** Organizing Committee HPA. Cost: free. Biennial contest. Open to all skill levels.

** INFOCUS**

Palm Beach Photographic Centre, 55 NE Second Ave., Delray Beach FL 33444. (561)276-9797. Fax: (561)276-1932. E-mail: info@fotofusion.org. Website: www.workshop.org. **Contact:** Fatima NeJame, executive director. Cost: \$25 nonrefundable entry fee. Annual contest. Best of Show: \$750. Merit awards of free tuition for a PBPC photography workshop of choice. Open to members of the Palm Beach Photographic Centre. Interested parties can obtain an individual membership for \$45. Photographers should write or call for more information.

** KRASZNA-KRAUSZ PHOTOGRAPHY AND MOVING IMAGE BOOK AWARDS**

National Museum of Photography, Film & Television, Bradford, West Yorkshire BD1 1NQ United Kingdom. E-mail: awards@k-k.org.uk. Web site: www.k-k.org.uk. **Contact:** Margaret Brown, awards coordinator. Awards made to encourage and recognize outstanding achievements in the writing and publishing of books on the art, history, practice and technology of photography and the moving image (film, television, video). **Entries from publishers only**. Announcement of winners in March every year.

LARSON GALLERY JURIED PHOTOGRAPHY EXHIBITION

Yakima Valley Community College, P.O. Box 22520, Yakima WA 98907. (509)574-4875. Fax: (509)574-6826. E-mail: gallery@yvcc.edu. Web site: www.larsongallery.org. **Contact:** Denise Olsen, assistant gallery director. Cost: \$10/entry (limit 4 entries). National juried competition with approximately \$3,500 in prize money. Held annually in April. **First jurying held in February**. Photographers should write, fax, e-mail or visit the Web site for prospectus.

LUMINESCENCE

Cookeville Camera Club, 1406 Riverside Dr., Cookeville TN 38506. (931)761-5060. Fax: (931)261-6939. E-mail: shutterbug9999@hotmail.co. Web site: www.cookevillecameraclub.com. **Contact:** Don Peters, publicity. Cost: \$7 per print; 4 prints for \$25. Contest held annually. Purpose of contest: Enjoyment of sharing and exhibiting photos. Contest has 4 categories. Each photographer may enter 4 prints, but no more than 2 in a single category. No frames allowed, but each print must be mounted and matted. Minimum print size is 5 × 7, maximum mat size is 11 × 14. Best of Show receives \$300, a plaque and a ribbon; 1st, 2nd and 3rd in each category receive medals and cash awards of \$150, \$75 and \$50 respectively; 3 or more Honorable Mentions in each category receive \$25 and a ribbon. Open to all skill levels. Entries judged by 3 impartial artists in different mediums. **Deadline: June 17, 2007**. Photographers should write and send #10 SASE for more information.

MERCURY AWARDS

500 Executive Blvd., Ossining-on-Hudson NY 10562. (914)923-9400. Fax: (914)923-9484. E-mail: rwitt@mercommawards.com. Web site: www.mercommawards.com. **Contact:** Ms. Reni L. Witt, president. Cost: \$190-250/entry (depending on category). Annual contest. The purpose of the contest is to honor outstanding achievement in public relations and corporate communications. Major category for photography, including ads, brochures, magazines, etc. "Best of Show" receives a personalized trophy. Grand Award winners receive award plaques (personalized). Gold, silver, bronze and finalists receive a personalized award certificate. All nominators receive complete judge score sheets and evaluation comments. **November 11 deadline.** Photographers should write, call or e-mail for more information.

THE MOBIUS ADVERTISING AWARDS

713 S. Pacific Coast Hwy., Suite A, Redondo Beach CA 90277-4233. (310)540-0959. Fax: (310)316-8905. E-mail: mobiusinfo@mobiawards.com. Web site: www.mobiusawards.com. Annual international awards competition founded in 1971 for TV and radio commercials, print advertising, outdoor, specialty advertising, online, mixed media campaigns and package design. Student/spec work welcome. **October 1 deadline.** Awards presented in February each year in Los Angeles.

MYRON THE CAMERA BUG, "Photography's Official Mascot"™

(featuring Digital Shutterbugs & The Foto Critters Family), % Educational Dept., 2106 Hoffnagle St., Philadelphia PA 19152-2409. E-mail: cambug8480@aol.com. **Contact:** Len Friedman, director. Sponsored by Lovable Characters EduTainment Workshop. Open to all photography students and educators. Photographers should e-mail for details.

NORTHERN COUNTIES INTERNATIONAL COLOUR SLIDE EXHIBITION

9 Cardigan Grove, Tynemouth, Tyne & Wear NE30 3HN United Kingdom. (44)(191)252-2870. E-mail: jane@hall-black.fsnet.co.uk. Web site: www.ncpf.co.uk. **Contact:** Mrs. J.H. Black, honorary exhibition chairman, ARPS, Hon. PAGB, APSA. Judges 35mm slides—4 entries per person. Three categories: general, nature and photo travel. PSA and FIAP recognition and medals.

THE GORDON PARKS PHOTOGRAPHY COMPETITION

Fort Scott Community College, 2108 S. Horton, Fort Scott KS 66701-3140. (620)223-2700. Fax: (620)223-6530. E-mail: photocontest@fortscott.edu. Web site: www.fortscott.edu. **Contact:** Jill Warford. Cost: \$15 for each photo—maximum of 4 entries. Annual contest. Photos that reflect important themes in the life and works of Gordon Parks. Awards: \$1,000 1st Place, \$500 2nd Place, \$250 3rd Place. Open to all skill levels. Winners will be announced during the Gordon Parks Celebration of Culture & Diversity on the Fort Scott Community College campus in October. Photographers should send e-mail or write for more information.

THE PHOTO REVIEW ANNUAL PHOTOGRAPHY COMPETITION

140 E. Richardson Ave., Suite 301, Langhorne PA 19047. (215)891-0214. E-mail: info@photoreview.org. Web site: www.photoreview.org. **Contact:** Stephen Perloff, editor. Cost: \$30 for up to 3 images; \$5 each for up to 2 additional images. National annual contest. All types of photographs are eligible—b&w, color, nonsilver, computer-manipulated, etc. Submit slides or prints (unmatted, unframed, 16×20 or smaller), or images on CD. All entries must be labeled. Awards include a Microtek i800 scanner; \$350 in gift certificates from Calumet Photographic; 2 Lensbaby 2.0 SLR selective focus lenses with macro kits; 2 \$100 gift certificates from Sprint Systems; a professional-level membership in Women in Photography International (worth \$235) and \$250 in cash prizes. All winners reproduced in summer issue of *Photo Review* magazine and exhibited at photography gallery of the University of Arts/Philadelphia. Open to all skill levels. **May 15 deadline.** Photographers should send SASE or see Web site for more information.

PHOTOGRAPHY NOW

% The Center for Photography at Woodstock, 59 Tinker St., Woodstock NY 12498. (845)679-9957. Fax: (845)679-6337. E-mail: info@cpw.org. Web site: www.cpw.org. **Contact:** CPW program director. Two annual contests: 1 for exhibitions, 1 for publication. Juried annually by renowned photographers, critics, museum and gallery curators. **Deadlines vary.** General submission is ongoing. Photographers must call or write for guidelines.

PHOTOSPIVA

Spiva Center for the Arts, 222 W. Third St., Joplin MO 64801. (417)623-0183. E-mail: spiva@spivaarts.org. Web site: www.spivaarts.org. **Contact:** Jo Mueller, director. Annual, national fine art photography competition. \$2,000 in awards. Open to all photographers in the US and its territories; any photographic process welcome;

juried from actual work. Juror: John Paul Caponigro. Prospectus available after December 1, 2006. Send business-size SASE or download from Web site. **Deadline:** February 9, 2007. Juror's lecture: March 11, 2007. Exhibition: April 27- June 22, 2007.

PICTURES OF THE YEAR INTERNATIONAL

109 Lee Hills Hall, Columbia MO 65211-1370. (573)882-4882. Fax: (573)884-4999. E-mail: info@poyi.org; reed@missouri.edu. Web site: www.poyi.org. **Contact:** David Rees, director. Cost: \$50/entrant. Annual contest to reward and recognize excellence in photojournalism, sponsored by the Missouri School of Journalism. Over \$20,000 in cash and product awards. Open to all skill levels. **January deadline.** Photographers should write, call or e-mail for more information.

- The Missouri School of Journalism also sponsors College Photographer of the Year. See Web site for details.

THE PROJECT COMPETITION

Santa Fe Center for Photography, P.O. Box 2483, Santa Fe NM 87504. Web site: www.sfc.org. **Contact:** Laura Wzorek, programs director. Cost: \$35. Annual contest. The Project Competition honors committed photographers working on long-term documentary projects and fine-art series. Three jurors reach a consensus on the First Prize and 3 Honorable Mentions. Each individual juror also selects a project to receive one of the 3 Juror's Choice awards. \$5,000 cash award; full-tuition scholarship for a weeklong workshop of winner's choice at the Santa Fe Workshops; and complimentary participation in Review Santa Fe. Open to all skill levels. **Deadline:** January 15, 2007. Photographers should see Web site for more information.

RHODE ISLAND STATE COUNCIL ON THE ARTS FELLOWSHIPS

One Capitol Hill, 3rd Floor, Providence RI 02908. (401)222-3880. Fax: (401)222-3018. E-mail: Cristina@arts.ri.gov. Website: www.arts.ri.gov. **RI residents only!** Cost: free. Annual contest "to encourage the creative development of Rhode Island artists by enabling them to set aside time to pursue their work and achieve specific career goals." Awards \$5,000 fellowship; \$1,000 merit award. Open to advanced photographers. **April 1 deadline.** Photographers should send SASE, e-mail or see Web site for more information.

SEAS SCUBA EXPO PHOTO CONTEST

P.O. Box 472, Willow Spring NC 27592. (919)341-4524. Fax: (919)341-5740. E-mail: seas@nc.rr.com; photocontest@seas-expo.com. Web site: www.seas-expo.com. Annual contest for underwater photography. Open to all skill levels. Entry fee: \$15 per photo per category. Photographers should see Web site for details.

THE SINGULAR IMAGE

Santa Fe Center for Photography, P.O. Box 2483, Santa Fe NM 87504. (505)984-8353. E-mail: info@sfc.org. Web site: www.sfc.org. **Contact:** Laura Wzorek, programs director. Cost: \$35. Annual contest. Recognizes outstanding individual photographs in color and b&w. Photographers are invited to submit their most compelling images. Open to all skill levels. **Deadline:** January 15, 2007. Photographers should see Web site for more information.

W. EUGENE SMITH MEMORIAL FUND, INC.

% ICP, 1133 Avenue of the Americas, New York NY 10036. (212)857-0038. Fax: (212)768-4688. Web site: www.smithfund.org. Annual contest. Promotes humanistic traditions of W. Eugene Smith. Grant of \$30,000; secondary grant of \$5,000. Open to photographers with a project in the tradition of W. Eugene Smith. Photographers should send SASE (60¢) for application information.

TAYLOR COUNTY FAIR PHOTO CONTEST

P.O. Box 613, Grafton WV 26354-0613. E-mail: hsw1@adelphia.net. **Contact:** Harry S. White, Jr., club president. Cost: \$3/print (maximum of 10). Annual juried contest held in July/August. Color and b&w, all subject matter. All prints must be mounted or matted, with a minimum overall size of 8×10 and maximum overall size of 16×20. No framed prints or slides. No signed prints or mats. All prints must be identified on the back as follows: NAME, ADDRESS, PHONE NUMBER, TITLE, and entry number of print (e.g., 1 of 6). All entries must be delivered in a reusable container. Entrant's name, address and number of prints must appear on the outside of the container. Open to amateur photographers only.

TEXAS PHOTOGRAPHIC SOCIETY, THE NATIONAL COMPETITION

6338 N. New Braunfels #174, San Antonio TX 78209. (210)824-4123. E-mail: clarke@texasphoto.org. Web site: www.texasphoto.org. **Contact:** Clarke Evans, TPS president. Cost: \$25, plus \$5 for each image over 5, and membership fee if joining Texas Photographic Society. You do not have to be a member to enter. See Web site or call for information on membership fees. TPS has a membership of 1,300 from 49 states and 12 countries.

Cash awards: 1st Place: \$1,000; 2nd Place: \$650; 3rd Place: \$350. Purchase Awards (select images will be purchased by the following for their collections, up to the amount specified): Amon Carter Museum: \$500; Akin Gump Strauss Haur & Feld LLP: \$500; Bill & Alice Wright: \$300. Contest held annually. Open to all skill levels. See Web site or call Clarke for more information.

UNLIMITED EDITIONS INTERNATIONAL JURIED PHOTOGRAPHY COMPETITIONS

% Competition Chairman, 319 E. Shay Circle, Hendersonville NC 28791. (828)692-4638. E-mail: UltEditionsIntl@aol.com. **Contact:** Gregory Hugh Leng, president/owner. Sponsors juried photography contests offering cash and prizes. Also offers opportunity to sell work to Unlimited Editions International. Photographers must send SASE for entry forms and information.

WHELDEN MEMORIAL LIBRARY PHOTO CONTEST

P.O. Box 147, West Barnstable MA 02668-0147. (508)362-3231. Fax: (508)362-8099. E-mail: ips3231@comcast.net. Web site: www.whelden.org. **Contact:** Russ Kunze, contest manager. Cost: Amateur Division, \$10/image; Snapshot Division, \$5/image. All proceeds benefit the library. Biannual contest. Open format; snapshot up to and including 11 × 14. No framed prints accepted. Will return entries with SASE. Amateur Division: \$100 1st Prize, \$50 2nd Prize, \$25 3rd Prize. Snapshot Division: \$35 1st Prize, \$25 2nd Prize, \$15 3rd Prize. Open to all skill levels. **February/August deadlines.** Photographers should e-mail or see Web site for more information.

WRITERS' JOURNAL PHOTO CONTEST

Val-Tech Media, P.O. Box 394, Perham MN 56573. (218)346-7921. Fax: (218)346-7924. E-mail: writersjournal@writersjournal.com. Web site: www.writersjournal.com. **Contact:** Leon Ogroske. Cost: \$3/entry. No limit on number of entries. Photos can be of any subject matter, with or without people. Model releases must accompany all photos of people. 1st Prize: \$25; 2nd Prize: \$15; 3rd Prize: \$10; winners will be published in *WRITERS' Journal* magazine. **May 30/November 30 deadlines.** Photographers should send SASE for guidelines.

YOUR BEST SHOT

Popular Photography & Imaging, 1633 Broadway, New York NY 10019. E-mail: yourbestshot@hfmus.com. Web site: www.PopPhoto.com. Monthly contest; submit up to 5 entries/month. Cash awards: 1st Place: \$300; 2nd Place: \$200; 3rd Place: \$100; 2 Honorable Mentions: \$50 each. Photographers should see Web site for more information on how to enter.

Photo Representatives



Many photographers are good at promoting themselves and seeking out new clients, and they actually enjoy that part of the business. Other photographers are not comfortable promoting themselves and would rather dedicate their time and energy solely to producing their photographs. Regardless of which camp you're in, you may need a photo rep.

Finding the rep who is right for you is vitally important. Think of your relationship with a rep as a partnership. Your goals should mesh. Treat your search for a rep much as you would your search for a client. Try to understand the rep's business, who they already represent, etc., before you approach them. Show you've done your homework.

When you sign with a photo rep, you basically hire someone to get your portfolio in front of art directors, make cold calls in search of new clients, and develop promotional ideas to market your talents. The main goal is to find assignment work for you with corporations, advertising firms, or design studios. And, unlike stock agencies or galleries, a photo rep is interested in marketing your talents rather than your images.

Most reps charge a 20- to 30-percent commission. They handle several photographers at one time, usually making certain that each shooter specializes in a different area. For example, a rep may have contracts to promote three different photographers—one who handles product shots, another who shoots interiors, and a third who photographs food.

DO YOU NEED A REP?

Before you decide to seek out a photo representative, consider these questions:

- Do you already have enough work, but want to expand your client base?
- Are you motivated to maximize your profits? Remember that a rep is interested in working with photographers who can do what is necessary to expand their businesses.
- Do you have a tightly edited portfolio with pieces showing the kind of work you want to do?
- Are you willing to do what it takes to help the rep promote you, including having a budget to help pay for self-promotional materials?
- Do you have a clear idea of where you want your career to go, but need assistance in getting there?
- Do you have a specialty or a unique style that makes you stand out?

If you answered yes to most of these questions, perhaps you would profit from the expertise of a rep. If you feel you are not ready for a rep or that you don't need one, but you still want some help, you might consider a consultation with an expert in marketing and/or self-promotion.

As you search for a rep, there are numerous points to consider. First, how established is the rep you plan to approach? Established reps have an edge over newcomers in that they know the territory. They've built up contacts in ad agencies, magazines and elsewhere. This is essential since most art directors and picture editors do not stay in their positions for long periods of time. Therefore, established reps will have an easier time helping you penetrate new markets.

If you decide to go with a new rep, consider paying an advance against commission in order to help the rep financially during an equitable trial period. Usually it takes a year to see returns on portfolio reviews and other marketing efforts, and a rep who is relying on income from sales might go hungry if he doesn't have a base income from which to live.

Whatever you agree upon, always have a written contract. Handshake deals won't cut it. You must know the tasks that each of you is required to complete, and having your roles discussed in a contract will guarantee there are no misunderstandings. For example, spell out in your contract what happens with clients that you had before hiring the rep. Most photographers refuse to pay commissions for these "house" accounts, unless the rep handles them completely and continues to bring in new clients.

Also, it's likely that some costs, such as promotional fees, will be shared. For example, freelancers often pay 75 percent of any advertising fees (such as sourcebook ads and direct mail pieces).

If you want to know more about a specific rep, or how reps operate, contact the Society of Photographers and Artists Representatives, 60 E. 42nd St., Suite 1166, New York NY 10165, (212)779-7464, www.spar.org. SPAR sponsors educational programs and maintains a code of ethics to which all members must adhere.

ROBERT BACALL REPRESENTATIVES INC.

16 Penn Plaza, Suite 731, New York NY 10001. (212)695-1729. E-mail: rob@bacall.com. Web site: www.bacall.com. **Contact:** Robert Bacall. Commercial photography and artist representative. Estab. 1988. Represents 12 photographers. Agency specializes in digital, food, still life, fashion, beauty, kids, corporate, environmental, portrait, lifestyle, location, landscape. Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines, publishing/books, sales/promotion firms.

Terms Rep receives 30% commission. Exclusive area representation required. For promotional purposes, talent must provide portfolios, cases, tearsheets, prints, etc. Advertises in *Creative Black Book*, *Workbook*, *Le Book*, *Alternative Pick*, *PDN-Photoserve*.

How to Contact Send query letter, direct mail flier/brochure. Responds only if interested. After initial contact, drop off or mail materials for review.

Tips "Seek representation when you feel your portfolio is unique and can bring in new business."

MARIANNE CAMPBELL ASSOCIATES

840 Fell St., San Francisco CA 94117. (415)433-0353. Fax: (415)433-0351. Web site: www.MarianneCampbell.com. **Contact:** Marianne Campbell or Quinci Payne. Commercial photography representative. Estab. 1989. Member of APA, SPAR, Western Art Directors Club. Represents 6 photographers. Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines.

Handles Photography.

Terms Negotiated individually with each photographer.

How to Contact Send printed samples of work. Responds in 2 weeks, only if interested.

Tips Obtains new talent through recommendations from art directors and designers and outstanding promotional materials.

RANDY COLE REPRESENTS, LLC

24 W. 30th St., 5th Floor, New York NY 10001. (212)679-5933. Fax: (212)779-3697. E-mail: randy@randycole.com. Web site: www.randycole.com. Commercial photography representative. Estab. 1989. Member of SPAR. Represents 8 photographers. Staff includes an assistant. Markets include advertising agencies, editorial/magazines, direct mail firms, corporate/client direct, design firms, publishing/books.

Handles Photography.

Terms Rep receives commission on the creative fees; dependent upon specific negotiation. Advertises in *Creative Black Book*, *Workbook*, *Le Book* and other sourcebooks.

How to Contact Send e-mail or promo piece and follow up with call. Portfolios may be dropped off; set up appointment.

Tips Finds new talent through submissions and referrals.

LINDA DE MORETA REPRESENTS

1839 Ninth St., Alameda CA 94501. (510)769-1421. Fax: (510)892-2955. E-mail: linda@lindareps.com. Web site: www.lindareps.com. **Contact:** Linda de Moreta. Commercial photography and illustration representative; negotiation specialist for commissioned work and stock. Estab. 1988. Member of Graphic Artists Guild. Represents 1 photographer, 8 illustrators, 2 lettering artists and 2 comp/storyboard artists. Markets include advertising agencies, design firms, corporations/client direct, editorial/magazines, paper products/greeting cards, publishing/books, sales/promotion firms.

Handles Photography, illustration, lettering/storyboards.

Terms Exclusive representation requirements and commission arrangements vary. Advertising costs are handled by individual agreement. Materials for promotional purposes vary with each artist. Advertises in *Workbook*, *Directory of Illustration*, *RSVP*.

How to Contact E-mail or send direct mail flier/brochure, tearsheets or photocopies. "Please do *not* send original art. Include SASE for any items you wish returned." Responds to any inquiry in which there is an interest. Portfolios are individually developed for each artist.

Tips Obtains new talent primarily through client and artist referrals, some solicitation. "I look for a personal vision and style of photography or illustration, and exceptional creativity combined with professionalism, maturity, and commitment to career advancement."

FRANÇOISE DUBOIS/DUBOIS REPRESENTS

305 Newbury Lane, Newbury Park CA 91320. (805)376-9738. Fax: (805)376-9729. E-mail: fd@francoisedubois.com. Web site: www.francoisedubois.com. **Contact:** Françoise Dubois, owner. Commercial photography representative and creative and marketing consultant. Represents 3 photographers. Staff includes Andrew Bernstein (sports and sports celebrities), Pam Francis (people, portraiture), Michael Dubois (still life/people) and Michael Baci (photo impressionism). Agency specializes in commercial photography for advertising, editorial, creative, marketing consulting. Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines, publishing/books, sales/promotion firms.

Handles Photography.

Terms Rep receives 25% commission. Charges FedEx expenses (if not paid by advertising agency or other potential client). Exclusive area representation required. Advertising costs are paid by talent. For promotional purposes, talent must provide "3 portfolios, advertising in national sourcebook, and 3 or 4 direct mail pieces per year. All must carry my name and number." Advertises in *Creative Black Book*, *Workbook*, *The Alternative Pick* and *Le Book*.

How to Contact Send tearsheets, bio and interesting direct mail promos. Responds in 2 months, only if interested. Rep will contact photographer for portfolio review if interested. Portfolio should include "whatever format as long as it is consistent."

Tips "Do not look for a rep if your target market is too small a niche. Do not look for a rep if you're not somewhat established. Hire a consultant to help you design a consistent and unique portfolio and marketing strategy, and to make sure your strengths are made evident and you remain focused."



RHONI EPSTEIN ASSOCIATES

11977 Kiowa Ave., Los Angeles CA 90049-6119. Web site: www.rhoniepstein.com. Photography representative and creative coaching for portfolio development/design, marketing and business management. Estab. 1983. Member of APA. Associate professor in branding and self-promotion at Art Center College of Design, Pasadena, California. Represents 5 photographers. Agency specializes in advertising and fine art photography.

Terms Rep receives 30% commission. Exclusive representation required in specific geographic area. Advertising costs are paid by talent. For promotional purposes, talent must have a well designed and easy to navigate Web site, strong direct mail campaign and/or double-page spread in national advertising book, and a portfolio to meet requirements of agency. Photographers are coached, on a consulting basis, to bring their portfolios up to agency standards.

How to Contact Via e-mail. Responds in 1 week, only if interested. After initial contact, call for appointment to drop off or mail in appropriate materials for review. Portfolio should demonstrate own personal style.

Tips Obtains new talent through recommendations. "Research the representative and her/his agency the way you would research a prospective client prior to soliciting work. Remain enthusiastic; there is always a market for creative and talented people. Coaching with a knowledgeable and well-respected industry insider is a valuable way to get focused and advance your career in a creative and cost-efficient manner. Always be true to your own personal vision!"

JEAN GARDNER & ASSOCIATES

444 N. Larchmont Blvd., Suite 207, Los Angeles CA 90004. (323)464-2492. Fax: (323)465-7013. 177 Prince St., 4th Floor, New York NY 10012. (212)353-3591. Web site: www.jgaonline.com. **Contact:** Jean Gardner. Commercial photography representative. Estab. 1985. Member of APA. Represents 12 photographers. Staff includes Dominique Cole (sales rep) and Sherwin Taghdiri (sales rep). Agency specializes in photography. Markets include advertising agencies, design firms.

Handles Photography.

Terms Rep receives 25% commission. Charges shipping expenses. Exclusive representation required. No geographic restrictions. Advertising costs are paid by talent. For promotional purposes, talent must provide promos, advertising and a quality portfolio. Advertises in various source books.

How to Contact Send direct mail flier/brochure.

GETTY IMAGES

(formerly Meo Represents), One Hudson Square, 75 Varick St., 5th Floor, New York NY 10013. **Contact:** Frank Meo, director of sales, photo assignment. Member of SPAR. Represents 15 photographers. Markets include advertising agencies.

Handles Photography.

Terms Rep receives 30% commission. Exclusive representation required. Advertises in *Creative Black Book* and *Workbook*.

How to Contact Send query letter, tearsheets. Rep will contact photographer for portfolio review if interested.

Tips Obtains new talent through submissions.

TOM GOODMAN INC.

626 Loves Lane, Wynnewood PA 19096. (610)649-1514. Fax: (610)649-1630. E-mail: tom@tomgoodman.com. Web site: www.tomgoodman.com. **Contact:** Tom Goodman. Commercial photography and commercial illustration representative. Estab. 1986. Represents 4 photographers. Agency specializes in commercial photography, electronic imaging. Markets include advertising agencies, corporations/client direct, design firms, editorial/magazines, publishing/books, direct mail firms, sales/promotion firms.

Handles Photography, electronic imaging.

Terms Rep receives 25% commission. Advertising costs are split: 75% paid by talent; 25% paid by representative. For promotional purposes, talent must provide original film, files or tearsheets. Requires direct mail campaigns. Optional: sourcebooks. Advertises in *Creative Black Book*.

How to Contact Send query letter with direct mail flier/brochure.

BARBARA GORDON

165 E. 32nd St., New York NY 10016. (212)686-3514. Fax: (212)532-4302. **Contact:** Barbara Gordon. Commercial illustration and photography representative. Estab. 1969. Member of SPAR, Society of Illustrators, Graphic Artists Guild. Represents illustrators and photographers. "I represent only a small select group of people and therefore give a great deal of personal time and attention to each."

Terms Rep receives 25% commission. No geographic restrictions in continental US.

How to Contact Send direct mail flier/brochure. Responds in 2 weeks. After initial contact, drop off or mail appropriate materials for review. Portfolio should include tearsheets, slides, photographs; "if you want materials or promotion piece returned, include SASE."

Tips Obtains new talent through recommendations from others, solicitation, art conferences, etc. "I have obtained talent from all of the above. I do not care if an artist or photographer has been published or is experienced. I am essentially interested in people with a good, commercial style. Don't send résumés and don't call to give me a verbal description of your work. Send promotion pieces. *Never* send original art. If you want something back, include a SASE. Always label your slides in case they get separated from your cover letter. And always include a phone number where you can be reached."

CAROL GUENZI AGENTS, INC.

865 Delaware, Denver CO 80204-4533. (303)820-2599. Fax: (303)820-2598. E-mail: art@artagent.com. Web site: www.artagent.com. **Contact:** Carol Guenzi. Commercial illustration, film and animation representative. Estab. 1984. Member of Art Directors Club of Denver, AIGA and ASMP. Represents 30 illustrators, 6 photographers, 6 computer multimedia designers. Agency specializes in a "wide selection of talent in all areas of visual communications." Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazine, paper products/greeting cards, sales/promotions firms.

Handles Illustration, photography, new media, film and animation. Looking for unique styles and applications and digital imaging.

Terms Rep receives 25-30% commission. Exclusive area representation required. Advertising costs are split: 70-

75% paid by talent; 25-30% paid by representative. For promotional purposes, talent must provide "promotional material after 6 months, some restrictions on portfolios." Advertises in *Directory of Illustration*, *Black Book* and *Workbook*.

How to Contact E-mail JPEGs or send direct mail piece, tearsheets. Responds in 2-3 weeks, only if interested. After initial contact, call or e-mail for appointment or to drop off or ship materials for review. Portfolio should include tearsheets, prints, samples and a list of current clients.

Tips Obtains new talent through solicitation, art directors' referrals and active pursuit by individual. "Show your strongest style and have at least 12 samples of that style before introducing all your capabilities. Be prepared to add additional work to your portfolio to help round out your style. We do a large percentage of computer manipulation and accessing on network. All our portfolios are both electronic and prints."

PAT HACKETT/ARTIST REPRESENTATIVE

7014 N. Mercer Way, Mercer Island WA 98040. (206)447-1600. Fax: (206)447-0739. E-mail: pat.hackett@hotmail.com. Web site: www.pathackett.com. **Contact:** Pat Hackett. Commercial illustration and photography representative. Estab. 1979. Member of Graphic Artists Guild. Represents 12 illustrators and 1 photographer. Markets include advertising agencies, corporations/client direct, design firms, editorial/magazines.

Handles Illustration, photography.

Terms Rep receives 25-33% commission. Exclusive area representation required. No geographic restrictions. Advertising costs are split: 75% paid by talent; 25% paid by representative. For promotional purposes, talent must provide "standardized portfolio, i.e., all pieces within the book are the same format." Advertises in *Showcase* and *Workbook*.

How to Contact Send direct mail flier/brochure or e-mail. Responds within 3 weeks if interested.

TRICIA JOYCE INC.

79 Chambers St., New York NY 10007. (212)962-0728. E-mail: tricia@triciajoyce.com. Web site: www.triciajoyce.com. **Contact:** Tricia Joyce or Raine Arzola. Commercial photography representative. Estab. 1988. Represents photographers and stylists. Agency specializes in fashion, advertising, cosmetics/beauty, interiors, portraiture. Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines and sales/promotion firms.

Handles Photography and fine art.

Terms Agent receives 25% commission for photography; 20% for stylists.

How to Contact Send query letter, résumé, direct mail flier/brochure and photocopies. Responds only if interested. After initial contact, "wait to hear—please don't call."

KLIMT REPRESENTS

15 W. 72 St., 7-U, New York NY 10023. (212)799-2231. Fax: (212)799-2362. Commercial photography and illustration representative. Estab. 1980. Member of Society of Illustrators. Represents 1 photographer and 6 illustrators. Staff includes David Blattel (photo/computer), Ben Stahl, Ron Spears, Terry Herman, Shannon Maer, Fred Smith, Juan Moreno, and Tom Patrick (stylized illustration). Agency specializes in young adult book art. Markets include advertising agencies, corporate/client direct, interior decorators, private collectors.

Terms Rep receives 25% commission. Advertising costs are split: 75% paid by talent; 25% paid by representative. For promotional purposes, talent must provide all materials.

How to Contact Send query letter, tearsheets. Responds in 2 weeks. Rep will contact photographer for portfolio review if interested.

JOAN KRAMER AND ASSOCIATES, INC.

10490 Wilshire Blvd., Suite 1701, Los Angeles CA 90024. (310)446-1866. Fax: (310)446-1856. **Contact:** Joan Kramer. Commercial photography representative and stock photo agency. Estab. 1971. Member of SPAR, ASMP, PACA. Represents 45 photographers. Agency specializes in model-released lifestyle. Markets include advertising agencies, design firms, publishing/books, sales/promotion firms, producers of TV commercials.

Handles Photography.

Terms Rep receives 50% commission. Advertising costs are split: 50% paid by talent; 50% paid by representative. Advertises in *Creative Black Book* and *Workbook*.

How to Contact Send a query letter. Responds only if interested.

Tips Obtains new talent through recommendations from others.

CAROYL LABARGE REPRESENTING

5601 Santa Cruz Ave., Richmond CA 94804. E-mail: lyorac@earthlinknet.com. Web site: caroyllabargenyc.com. Commercial photography representative in New York City market only. Estab. 1991. Represents 3 photographers and 1 fine artist. Agency specializes in still life, interiors, food and fine art. Markets include advertising agencies,

corporations/clients direct, design firms, editorial/magazines, publishing/books, sales/promotion firms.

Handles Photography.

Terms Rep receives 25% commission. Photographer pays all expenses. For promotional purposes, talent must provide promo pieces.

How to Contact Send query letter, tearsheets. Responds within 1 week, only if interested. Rep will contact photographer for portfolio review if interested.

Tips Obtains new talent through references and magazines. "Contact me by direct mail only."

LEE + LOU PRODUCTIONS INC.

8522 National Blvd., #104, Culver City CA 90232. (310)287-1542. Fax: (310)287-1814. E-mail: leelou@earthlink.net. Web site: www.leelou.com. Commercial illustration and photography representative, digital and traditional photo retouching. Estab. 1981. Represents 5 illustrators, 5 photographers, 3 film directors. Specializes in automotive. Markets include advertising agencies.

Handles Photography, commercial film, illustration.

Terms Rep receives 25% commission. Charges for shipping, entertainment. Exclusive area representation required. Advertising costs are paid by talent. For promotional purposes, talent must provide direct mail advertising material. Advertises in *Creative Black Book*, *Workbook* and *Single Image*.

How to Contact Send direct mail flier/brochure, tearsheets. Responds in 1 week. After initial contact, call for appointment to show portfolio of photographs.

Tips Obtains new talent through recommendations from others, some solicitation.

THE BRUCE LEVIN GROUP

305 Seventh Ave., Suite 1101, New York NY 10001. (212)627-2281. Fax: (212)627-0095. E-mail: brucelevin@mac.com. Web site: www.brucelevingroup.com. **Contact:** Bruce Levin, president. Commercial photography representative. Estab. 1983. Member of SPAR and ASMP. Represents 10 photographers. Agency specializes in advertising, editorial and catalog; heavy emphasis on fashion, lifestyle and computer graphics.

Handles Photography. Looking for photographers who are "young and college-educated."

Terms Rep receives 25% commission. Exclusive area representation required. Advertising costs are split: 75% paid by talent; 25% paid by representative. Advertises in *Workbook* and other sourcebooks.

How to Contact Send brochure, photos; call. Portfolios may be dropped off every Monday through Friday.

Tips Obtains new talent through recommendations, research, word of mouth, solicitation.

MASLOV AGENT INTERNATIONAL

608 York St., San Francisco CA 94110. Web site: http://maslov.com. **Contact:** Norman Maslov. Commercial photography representative. Estab. 1986. Member of APA. Represents 9 photographers. Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines, paper products/greeting cards, publishing/books, private collections.

Handles Photography. Looking for "original work not derivative of other artists. Artist must have developed style."

Terms Rep receives 25% commission. Exclusive US national representation required. Advertising costs split varies. For promotional purposes, talent must provide 3-4 direct mail pieces/year. Advertises in *Archive*, *Workbook* and *At Edge*.

How to Contact Send query letter, direct mail flier/brochure, tearsheets. Do not send original work. Responds in 2-3 weeks, only if interested. After initial contact, call to schedule an appointment, or drop off or mail materials for review.

Tips Obtains new talent through suggestions from art buyers and recommendations from designers, art directors, other agents, sourcebooks and industry magazines. "We prefer to follow our own leads rather than receive unsolicited promotions and inquiries. It's best to have represented yourself for several years to know your strengths and be realistic about your marketplace. The same is true of having experience with direct mail pieces, developing client lists, and having a system of follow up. We want our talent to have experience with all this so they can properly value our contribution to their growth and success—otherwise that 25% becomes a burden and point of resentment. Enter your best work into competitions such as *Communication Arts* and *Graphis* photo annuals. Create a distinctive promotion mailer if your concepts and executions are strong."

JUDITH MCGRATH

P.O. Box 133, 32W040 Army Trail Rd., Wayne IL 60184. (630)762-8451. Fax: (630)762-8452. E-mail: judy@judymcgrath.net. Web site: www.judymcgrath.net. Commercial photography representative. Estab. 1980. Represents photographers. Markets include advertising agencies, corporate/client direct, design firms, editorial/magazines, paper products/greeting cards, publishing/books, direct mail firms.

Handles Photography.

Terms Rep receives 25 % commission. Exclusive area representation required. Advertising costs paid by talent. Advertises in *Workbook*.

How to Contact Send query letter, bio, tearsheets, photocopies. Rep will contact photographer for portfolio review if interested.

COLLEEN MCKAY PHOTOGRAPHY

229 E. Fifth St., #2, New York NY 10003. (212)598-0469. Fax: (212)598-4059. E-mail: mckayphoto@aol.com.

Contact: Colleen McKay. Commercial photography and fine art representative. Estab. 1985. Member of SPAR. Represents 4 photographers. "Our photographers cover a wide range of work from location, still life, fine art, fashion and beauty." Markets include advertising agencies, design firms, editorial/magazines, retail.

Handles Commercial and fine art photography.

Terms Rep receives 25% commission. Exclusive area representation is required. Advertising costs are split: 75% paid by talent; 25% paid by representative. "Promotional pieces are very necessary. They must be current. The portfolio should be established." Advertises in *Creative Black Book*, *Select*, *New York Gold* and *Workbook*.

How to Contact Send query letter, résumé, bio, direct mail flier/brochure, tearsheets, slides, photographs. Responds within 2-3 weeks. "I like to respond to everyone, but if we're really swamped I may only get a chance to respond to those we're most interested in."

Tips Obtains talent through recommendations of other people and solicitations. "I recommend that you look in current resource books and call the representatives who are handling the kind of work that you admire or is similar to your own. Ask these reps for an initial consultation and additional references. Do not be intimidated to approach anyone. Even if they do not take you on, a meeting with a good rep can prove to be very fruitful! Never give up! A clear, positive attitude is very important."

MUNRO GOODMAN ARTISTS REPRESENTATIVES

630 N. State St., #2109, Chicago IL 60610. (312)335-8925. E-mail: steve@munrocampa.com. Web site: www.munrocampa.com. **Contact:** Steve Munro, president. Commercial photography and illustration representative. Estab. 1987. Member of SPAR, CAR (Chicago Artist Representatives). Represents 4 photographers, 30 illustrators. Markets include advertising agencies, corporations/clients direct, design firms, publishing/books.

Handles Illustration, photography.

Terms Rep receives 25% commission. Exclusive area representation required. Advertising costs are split: 75% paid by talent; 25% paid by representative. For promotional purposes, talent must provide 2 portfolios, leave-behinds, several promos. Advertises in *Creative Black Book*, *Workbook*, other sourcebooks.

How to Contact Send query letter, bio, tearsheets, SASE. Responds within 2 weeks, only if interested. After initial contact, write to schedule an appointment.

Tips Obtains new talent through recommendations, periodicals. "Do a little homework and target appropriate rep. Try to get a referral from an art buyer or art director."

NPN WORLDWIDE

The Roland Group, Inc., 4948 St. Elmo Ave., Suite 201, Bethesda MD 20814. (301)718-7955. Fax: (301)718-7958. E-mail: info@npnworldwide.com. Web site: www.npnworldwide.com. Photography broker. Member of SPAR. Markets include advertising agencies, corporate/client direct, design firms.

Handles Photography.

Terms Rep receives 35% commission.

How to Contact "Go to our Web site. The 'contact us' section has a special talent recruitment form with further instructions on how to submit your work." Rep will contact photographer for portfolio review if interested.

Tips Finds new talent through submissions. "Go to our Web site and take a look around to see what we are all about."

JACKIE PAGE

219 E. 69th St., New York NY 10021. (212)772-0346. E-mail: jackiepage@pobox.com. **Contact:** Jacqueline Page. Commercial photography representative. Estab. 1985. Represents 6 photographers. Markets include advertising agencies.

Handles Photography. "I also do consulting for photographers wanting to work in the national market."

Terms "Details given at a personal interview." Advertises in *Workbook*.

How to Contact Send direct mail, promo pieces or e-mail with 2-3 sample pictures in JPEG format (under 200kb total). After initial contact, call for appointment to show portfolio of tearsheets, prints, chromes.

Tips Obtains new talent through recommendations from others and mailings.

PHOTOKUNST

725 Argyle Ave., Friday Harbor WA 98250. (360)378-1028. Fax: (360)370-5061. E-mail: info@photokunst.com. Web site: www.photokunst.com. **Contact:** Barbara Cox, principal. Consulting and marketing of photography archives and

fine art photography, nationally and internationally. Estab. 1998. "Accepting select number of photographers on our new Web site." Vintage and contemporary photography. Curating and traveling exhibitions.

Handles Emphasis on photojournalism, documentary and ethnographic photography.

Terms Charges for consultation, hourly/daily rate; for representation, Web site fee and percentage of sales.

How to Contact Send query letter, bio, slides, photocopies, SASE, reviews, book, other published materials. Responds in 2 months.

Tips Finds new talent through submissions, recommendations from other artists, publications, art fairs, portfolio reviews. "In order to be placed in major galleries, a book or catalog must be either in place or in serious planning stage."

MARIA PISCOPO

2973 Harbor Blvd., #341, Costa Mesa CA 92626-3912. Phone/fax: (888)713-0705. E-mail: maria@mpiscopo.com. Web site: www.mpiscopo.com. **Contact:** Maria Piscopo. Commercial photography representative. Estab. 1978. Member of SPAR, Women in Photography, Society of Illustrative Photographers. Markets include advertising agencies, design firms, corporations.

Handles Photography. Looking for "unique, unusual styles; established photographers only."

Terms Rep receives 25% commission. Exclusive area representation required. No geographic restrictions. Advertising costs are split: 50% paid by talent; 50% paid by representative. For promotional purposes, talent must have a Web site and provide 3 traveling portfolios, leave-behinds and at least 6 new promo pieces per year. Plans Web, advertising and direct mail campaigns.

How to Contact Send query letter, bio, promo piece and SASE. Responds within 2 weeks, only if interested.

Tips Obtains new talent through personal referral and photo magazine articles. "Do lots of research. Be very businesslike, organized, professional and follow the above instructions!"

ALYSSA PIZER

13121 Garden Land Rd., Los Angeles CA 90049. (310)440-3930. Fax: (310)440-3830. E-mail: alyssapizer@earthlink.net. **Contact:** Alyssa Pizer. Commercial photography representative. Estab. 1990. Member of APCA. Represents 8 photographers. Agency specializes in fashion, beauty and lifestyle (catalog, image campaign, department store, beauty and lifestyle awards). Markets include advertising agencies, corporations/clients direct, design firms, editorial/magazines.

Handles Photography. Established photographers only.

Terms Rep receives 25% commission. Photographer pays for FedEx and messenger charges. Talent pays 100% of advertising costs. For promotional purposes, talent must provide 10 portfolios, leave-behinds and quarterly promotional pieces.

How to Contact Send query letter or direct mail flier/brochure or e-mail Web site address. Responds in a couple of days. After initial contact, call to schedule an appointment or drop off or mail materials for review.

Tips Obtains new talent through recommendations from clients.

THE ROLAND GROUP, INC.

4948 St. Elmo Ave., Suite 201, Bethesda MD 20814. (301)718-7955. Fax: (301)718-7958. E-mail: info@therolandgroup.com. Web site: www.therolandgroup.com. **Contact:** Rochel Roland. Commercial photography and illustration representatives and brokers. Estab. 1988. Member of SPAR, Art Directors Club and Ad Club. Represents 300 photographers, 10 illustrators. Markets include advertising agencies, corporations/clients direct, design firms and sales/promotion firms.

Handles Illustration, photography.

Terms Agent receives 35% commission. For promotional purposes, talent must provide transparencies, slides, tearsheets and a digital portfolio.

How to Contact Send tearsheets or photocopies and any other nonreturnable samples. Responds only if interested. After initial contact, portfolio materials may be called in for review. Portfolios should include tearsheets, slides, photographs, photocopies or CD.

Tips "The Roland Group provides the NPN Worldwide Service, a global network of advertising and corporate photographers." (See separate listing in this section.)

VICKI SANDER/FOLIO FORUMS

48 Gramercy Park N., New York NY 10010. (212)420-1333. E-mail: vicki@vickisander.com. Web site: www.vickisander.com. Commercial photography representative. Estab. 1985. Member of SPAR, The One Club for Art and Copy, The New York Art Directors Club. Represents photographers. Markets include advertising agencies, corporate/client direct, design firms, editorial/magazines, paper products/greeting cards. "Folio Forums is a company that promotes photographers by presenting portfolios at agency conference rooms in catered breakfast reviews. Accepting submissions for consideration on a monthly basis."

Handles Photography, fine art. Looking for lifestyle, fashion, food.

Terms Rep receives 30% commission. Exclusive representation required. Advertising costs are paid by talent. For promotional purposes, talent must provide direct mail and sourcebook advertising. Advertises in *Workbook*.

How to Contact Send tearsheets. Responds in 1 month. To show portfolio, photographer should follow up with call and/or letter after initial query.

Tips Finds new talent through recommendation from other artists, referrals. Have a portfolio put together and have promo cards to leave behind, as well as mailing out to rep prior to appointment.

TM ENTERPRISES

270 N. Canon Dr., Suite 2020, Beverly Hills CA 90210. E-mail: tmarquesusa@yahoo.com. **Contact:** Tony Marques. Commercial photography representative and photography broker. Estab. 1985. Member of Beverly Hills Chamber of Commerce. Represents 50 photographers. Agency specializes in photography of women only: high fashion, swimsuit, lingerie, glamour and fine (good taste) *Playboy*-style pictures, erotic. Markets include advertising agencies, corporations/clients direct, editorial/magazines, paper products/greeting cards, publishing/books, sales/promotion firms, medical magazines.

Handles Photography.

Terms Rep receives 50% commission. Advertising costs are paid by representative. "We promote the standard material the photographer has available, unless our clients request something else." Advertises in Europe, South and Central America, and magazines not known in the US.

How to Contact Send everything available. Responds in 2 days. After initial contact, drop off or mail appropriate materials for review. Portfolio should include slides, photographs, transparencies, printed work.

Tips Obtains new talent through worldwide famous fashion shows in Paris, Rome, London and Tokyo; by participating in well-known international beauty contests; recommendations from others. "Send your material clean and organized (neat). Do not borrow other photographers' work in order to get representation. Always protect yourself by copyrighting your material. Get releases from everybody who is in the picture (or who owns something in the picture)."

DOUG TRUPPE

121 E. 31st St., New York NY 10016. (212)685-1223. E-mail: doug@dougtruppe.com. Web site: www.dougtruppe.com. **Contact:** Doug Truppe, president. Commercial photography representative. Estab. 1998. Member of SPAR, Art Directors Club. Represents 8 photographers. Agency specializes in lifestyle, food, still life, interior/architecture and children's photography. Markets include advertising agencies, corporate, design firms, editorial/magazines, publishing/books, direct mail firms.

Handles Photography. "Always looking for great commercial work." Established, working photographers only.

Terms Rep receives 25% commission. Exclusive area representation required. Advertising costs are paid by talent. For promotional purposes, talent must provide directory ad (at least 1 directory per year), direct mail promo cards every 3 months, Web site. Advertises in *Workbook*.

How to Contact Send e-mail with Web site address. Responds within 1 month, only if interested. To show portfolio, photographer should follow up with call.

Tips Finds artists through recommendations from other artists, source books, art buyers. "Please be willing to show some new work every 6 months. Have 4-6 portfolios available for representative. Have Web site and be willing to do direct mail every 3 months. Be professional and organized."

THE WILEY GROUP

1535 Green St., Suite 301, San Francisco CA 94123. (415)441-3055. Fax: (415)441-6200. E-mail: office@thewileygroup.com. Web site: www.thewileygroup.com. **Contact:** David Wiley. Commercial and fine art illustration and photography representative. Estab. 1984. Member of AIP (Artists in Print), Society of Illustrators, Bay Area Lawyers for the Arts and Graphic Artists Guild (GAG). Represents 12 illustrators. Clients include Coke, Pepsi, Robert Mondavi, Disney Co., Microsoft, Forbes and Nestlé. Client list available upon request.

Terms Rep receives 25% commission. No geographical restriction. Artist is responsible for all portfolio costs. Artist pays 75% of sourcebook ads, postcards, tearsheet mailings. Agent will reimburse artist for 25% of costs through commissioned jobs. Each year the artists are promoted using online agencies, bimonthly postcard mailings, and monthly e-cards (e-mail postcards).

How to Contact For first contact, send tearsheets or copies of your work accompanied by SASE. If interested, agent will call back to review portfolio, which should include commissioned and noncommissioned work.

Tips "The bottom line is that a good agent will get you more work at better rates of pay. More work because clients come to us knowing that we only represent serious professionals. Better rates because our clients know that we have a keen understanding of what the market will bear and what the art is truly worth."

Workshops & Photo Tours



© 2005 Jerrold Goldberg

Taking a photography workshop or photo tour is one of the best ways to improve your photographic skills. There is no substitute for the hands-on experience and one-on-one instruction you can receive at a workshop. Besides, where else can you go and spend several days with people who share your passion for photography?

Photography is headed in a new direction. Digital imaging is here to stay and is becoming part of every photographer's life. Even if you haven't invested a lot of money into digital cameras, computers or software, you should understand what you're up against if you plan to succeed as a professional photographer. Taking a digital imaging workshop can help you on your way.

Outdoor and nature photography are perennial workshop favorites. Creativity is another popular workshop topic. You'll also find highly specialized workshops, such as underwater photography. Many photo tours specialize in a specific location and the great photo opportunities that location affords.

As you peruse these pages, take a good look at the quality of workshops and the skill level of photographers the sponsors want to attract. It is important to know if a workshop is for beginners, advanced amateurs or professionals. Information from a workshop organizer can help you make that determination.

These workshop listings contain only the basic information needed to make contact with sponsors, and a brief description of the styles or media covered in the programs. We also include information on costs when possible. Write, call or e-mail the workshop/photo tour sponsors for complete information. Most have Web sites with extensive information about their programs, when they're offered, and how much they cost.

A workshop or photo tour can be whatever the photographer wishes—a holiday from the normal working routine, or an exciting introduction to new skills and perspectives on the craft. Whatever you desire, you're sure to find in these pages a workshop or tour that fulfills your expectations.

AERIAL AND CREATIVE PHOTOGRAPHY WORKSHOPS

Hangar 23, Box 470455, San Francisco CA 94147. (415)771-2555. Fax: (707)769-7277. E-mail: See www.aerialarc.hives/contact.htm. Web site: www.aerialarchives.com. **Contact:** Herb Lingl, director. Aerial and creative photography workshops in unique locations from helicopters, light planes and balloons.

ALASKA PHOTO TOURS

P.O. Box 91134, Anchorage AK 99509-1134. (800)799-3051. Fax: (831)576-5324. E-mail: steve@alaskaphototour.com. Web site: www.alaskaphototours.com. **Contact:** Steve Freno, director. Cost: \$2,000-4,000; includes lodging, transportation and most meals. Workshops for beginner to advanced photographers covering landscape, macro and wildlife work. Custom trips last 6-12 days and feature private marine life boat excursions, bear viewing camps and other exclusive services.

ALDERMAN'S SLICKROCK ADVENTURES

19 W. Center St., Kanab UT 84741. (435)644-5981. E-mail: fotomd@xpressweb.com. Web site: www.utahcameras.com. **Contact:** Terry G. Alderman, master photographer. Cost: \$85/day; 2-person minimum. Covers landscape photography of ghost towns, arches, petroglyphs and narrow canyons in the back country of Southern Utah and the Arizona Strip.

ANCHELL PHOTOGRAPHY WORKSHOPS

P.O. Box 277, Crestone CO 81131-0277. (719)256-4157. Fax: (719)256-4158. E-mail: sanchell@anchellworkshop.com. Web site: www.anchellworkshops.com. **Contact:** Steve Anshell. Cost: \$475-2,400. Film or digital, group or private workshops held throughout the year, including large-format, 35mm, studio lighting, darkroom, both color and b&w, travel. Open to all skill levels. Photographers should write, call or e-mail for more information.

ANDERSON RANCH ARTS CENTER

P.O. Box 5598, Snowmass Village CO 81615. (970)923-3181. Fax: (970)923-3871. E-mail: reg@andersonranch.org. Web site: www.andersonranch.org. Digital media and photography workshops, June through September, feature distinguished artists and educators from around the world. Classes range from traditional silver and alternative photographic processes to digital formats and use of the computer as a tool for time-based and interactive works of art. Program is diversifying into video, animation, sound and installations.

ARIZONA HIGHWAYS PHOTO WORKSHOPS

Friends of Arizona Highways, P.O. Box 6106, Phoenix AZ 85005-6106. (888)790-7042. E-mail: Rnoll@azdot.gov. Web site: www.friendsofhighways.com. **Contact:** Robyn Noll, director. Offers photo adventures to the American West's most spectacular locations with top professional photographers whose work routinely appears in *Arizona Highways* magazine.

ARROWMONT SCHOOL OF ARTS AND CRAFTS

556 Parkway, Gatlinburg TN 37738. (865)436-5860. E-mail: info@arrowmont.org. Web site: www.arrowmont.org. Tuition ranges from \$345-415 per week and \$655-790 per 2-week workshop. Housing and meal packages begin at \$275 (1 week) and \$584 (2 weeks). Offers weekend, 1- and 2-week spring, summer and fall workshops in photography, drawing, painting, clay, metals/enamels, kiln glass, fibers, surface design, wood turning and furniture. Residencies, studio assistantships, work study and scholarships are available.

ART NEW ENGLAND SUMMER WORKSHOPS @ BENNINGTON VT

Massachusetts College of Art, 621 Huntington Avenue, 2nd Floor, Tower Building, Boston MA 02115. (617)879-7200. Fax: (617)879-7171. E-mail: continuing_education@massart.edu. Web site: www.massartplus.org. **Contact:** Nancy McCarthy, coordinator. Weeklong workshops in August, run by Massachusetts College of Art. Areas of concentration include b&w, alternative processes, digital printing and many more. Photographers should call, e-mail or see Web site for more information.

ART WORKSHOPS IN GUATEMALA

4758 Lyndale Ave. S., Minneapolis MN 55419-5304. (612)825-0747. Fax: (612)825-6637. E-mail: info@artguat.org. Web site: www.artguat.org. **Contact:** Liza Fourre, director. Cost: \$2,095; includes tuition, lodging, breakfast, ground transport. Annual workshops held in Antigua, Guatemala. Workshops include Adventure Travel Photo with Steve Northup, Portraiture/Photographing the Soul of Indigenous Guatemala with Nance Ackerman, Photography/Capturing Guatemala's Light and Contrasts with David Wells, Travel Photography/Indigenous Peoples, and Spirit of Place with Doug Beasley.

NOELLA BALLENGER & ASSOCIATES PHOTO WORKSHOPS

P.O. Box 457, La Canada CA 91012. (818)954-0933. Fax: (818)954-0910. E-mail: Noella1B@aol.com. Web site: www.noellaballenger.com. **Contact:** Noella Ballenger. Travel and nature workshops/tours, West Coast locations. Individual instruction in small groups emphasizes visual awareness, composition, and problem-solving in the field. All formats and levels of expertise welcome. Call or write for information.

FRANK BALTHIS PHOTOGRAPHY WORKSHOPS

P.O. Box 255, Davenport CA 95017. (831)426-8205. E-mail: frankbalthis@yahoo.com. **Contact:** Frank S. Balthis, photographer/owner. Cost depends on the length of program and travel costs. "Workshops emphasize natural history, wildlife and travel photography, often providing opportunities to photograph marine mammals." Worldwide locations range from Baja California to Alaska. Frank Balthis runs a stock photo business and is the publisher of the Nature's Design line of cards and other publications.

BETTERPHOTO.COM ONLINE PHOTOGRAPHY COURSES

16544 NE 79th St., Redmond WA 98052. (888)586-7337. Fax: (425)898-9752. E-mail: heather@betterphoto.com. Web site: www.betterphoto.com. **Contact:** Heather Young, customer service. Cost: Online courses including personal critiques cost \$179-339 for 4- and 8-week sessions. Held 4 times/year. "Online courses are held every quarter, starting early October, January, April and July. We offer online photography courses from some of today's top professional photographers. Courses range in skill level from beginner to advanced and consist of inspiring weekly lessons and personal feedback on students' photos from the instructors. Our purpose at Better-Photo is to provide honest answers for budding photographers. We provide free online newsletters, lively Q&A and photo discussions, a free monthly contest, helpful articles and online photography courses." Open to all skill levels. Photographers should see Web site for more information.

BIRDS AS ART/INSTRUCTIONAL PHOTO-TOURS

P.O. Box 7245, 805 Granada Dr., Indian Lake Estates FL 33855. (863)692-0906. E-mail: birdsasart@verizon.net. Web site: www.birdsasart.com. **Contact:** Arthur Morris, instructor. Cost: varies, approximately \$300/day. The tours, which visit the top bird photography hot spots in North America, feature evening in-classroom lectures, breakfast and lunch, in-the-field instruction, 6 or more hours of photography, and most importantly, easily approachable yet free and wild subjects.

BLACK AND WHITE PHOTOGRAPHIC WORKSHOPS

P.O. Box 27555, Seattle WA 98165. (206)367-6864. Fax: (206)367-8102. E-mail: mark@bwphotoworkshops.com. Web site: www.bwphotoworkshops.com. **Contact:** Mark Griffith, director. Cost: \$250-695. Lodging and food are not included in any workshop fee. Workshops on b&w photography, including the zone system, b&w print, and photographing in various locations. Open to all formats. Call, e-mail or see Web site for information.

BLUE PLANET PHOTOGRAPHY WORKSHOPS AND TOURS

201 N. Kings Rd., Suite 107, Nampa ID 83687. (208)466-9340. E-mail: inquire@blueplanetphoto.com. Web site: www.blueplanetphoto.com. **Contact:** Mike Shipman, owner/photographer. Cost: varies depending on type and length of workshop (\$250-5,000; average: \$2,500). Award-winning professional photographer and former wild-life biologist Mike Shipman conducts small group workshops/tours emphasizing individual expression and "vision-finding" by Breaking the Barriers to Creative Vision™. Workshops held in beautiful locations away from crowds and the more-often-photographed sites. Some workshops are semi-adventure-travel style, using alternative transportation such as hot air balloons, horseback, llama, and camping in remote areas. Group feedback sessions, digital presentations and film processing whenever possible. Workshops and tours held in western U.S., Alaska, Canada and overseas. Onsite transportation and lodging during workshop usually included; meals included on some trips. Specific fees, optional activities and gear list outlined in tour materials. Special workshops on emulsion transfer, emulsion lift and SX-70 manipulation also offered. Digital photographers welcome. Workshops and tours generally range from 2 to 12 days. Custom tours and workshops available upon request. Open to all skill levels. Photographers should write, call, e-mail or see Web site for more information.

HOWARD BOND WORKSHOPS

1095 Harold Circle, Ann Arbor MI 48103. (734)665-6597. Web site: www.apogeephoto.com/howard_bond.html. **Contact:** Howard Bond, owner. Offers 1-day workshop: View Camera Techniques; and 2-day workshops: Zone System for All Formats, Refinements in B&W Printing, Unsharp Masking for Better Prints, and Dodging/Burning Masks. Photographers should call or visit Web site for more information.

NANCY BROWN HANDS-ON WORKSHOPS

381 Mohawk Lane, Boca Raton FL 33487. (561)988-8992. Fax: (561)988-1791. E-mail: nbrown50@bellsouth.net. Web site: www.nancybrown.com. **Contact:** Nancy. Cost: \$2,000. Offers one-on-one intensive workshops all

year long in studio and on location in Florida. You work with Nancy, the models and the crew to create your images. Photographers should call, fax, e-mail or see Web site for more information.

BURREN COLLEGE OF ART WORKSHOPS

Burren College of Art, Newton Castle, Ballyvaughan, County Clare, Ireland. (353)(65)707-7200. Fax: (353)(65)707-7201. E-mail: anna@burrencollege.ie. Web site: www.burrencollege.ie. **Contact:** Admissions Officer. "These workshops present unique opportunities to capture the qualities of Ireland's western landscape. The flora, prehistoric tombs, ancient abbeys and castles that abound in the Burren provide an unending wealth of subjects in an ever-changing light." Photographers should e-mail for more information.

CALIFORNIA PHOTOGRAPHIC WORKSHOPS

2500 N. Texas St., Fairfield CA 94533. (888)422-6606. E-mail: cpwschool@sbcglobal.net. Web site: www.CPWschool.com. **Contact:** James Inks. Five-day workshops on professional, digital, portrait, wedding and commercial photography in the northern California redwoods near San Francisco.

JOHN C. CAMPBELL FOLK SCHOOL

One Folk School Rd., Brasstown NC 28902. (800)365-5724 or (828)837-2775. Fax: (828)837-8637 Web site: www.folkschool.org. Cost: \$202-412 tuition; room and board available for additional fee. The Folk School offers weekend and weeklong courses in photography year round. "Please call for free catalog."

CAPE COD NATURE PHOTOGRAPHY FIELD SCHOOL

P.O. Box 236, South Wellfleet MA 02663. (508)349-2615. E-mail: mlowe@massaudubon.org. **Contact:** Melissa Lowe, program coordinator. Cost: \$225-255. Three-day course on Cape Cod focusing on nature photography in a coastal setting. Sunrise, seal cruise, sunset, stars, wildflowers, shore birds featured. Taught by John Green. Sponsored by Massachusetts Audubon Society.

CAPE COD PHOTO WORKSHOPS

46 Main St., P.O. Box 1687, Orleans MA 02653. (508)255-5202. E-mail: bob@bobkornimaging.com. Web site: www.capecodphotoworkshops.com. **Contact:** Bob Korn, director. Cost: \$325-895. Photography workshops for the digital photographer. All skill levels. Workshops run May through November. Photographers should call, e-mail or see Web site for more information.

CENTER FOR PHOTOGRAPHY AT WOODSTOCK

59 Tinker St., Woodstock NY 12498. (845)679-9957. Fax: (845)679-6337. E-mail: info@cpw.org. Web site: www.cpw.org. **Contact:** Ariel Shanberg, executive director. A not-for-profit arts and education organization dedicated to contemporary creative photography, founded in 1977. Programs in education, exhibition, publication, and services for artists. This includes year-round exhibitions, summer/fall Woodstock Photography Workshop and Lecture Series, artist residencies, *PHOTOGRAPHY Quarterly* magazine, annual call for entries, permanent print collection, slide registry, library, darkroom, fellowship, membership, portfolio review, film/video screenings, internships, gallery talks and more.

CATHY CHURCH PERSONAL UNDERWATER PHOTOGRAPHY COURSES

P.O. Box 479, GT, Grand Cayman, Cayman Islands. (345)949-7415. Fax: (345)949-9770. E-mail: cathy@cathychurch.com. Web site: www.cathychurch.com. **Contact:** Cathy Church. Cost: \$125/hour. Hotel/dive package available at Sunset House Hotel. Private and group lessons available for all levels throughout the year; classroom and shore diving can be arranged. Lessons available for professional photographers expanding to underwater work. Photographers should e-mail for more information.

CLICKERS & FLICKERS PHOTOGRAPHY NETWORK—LECTURES & WORKSHOPS

P.O. Box 60508, Pasadena CA 91116-6508. (626)794-7447. E-mail: photographer@ClickersAndFlickers.com. Web site: www.ClickersAndFlickers.com. **Contact:** Dawn Stevens, organizer. Cost: depends on particular workshop. Monthly lectures, events and free activities for members. "Clickers & Flickers Photography Network, Inc., was created to provide people with an interest and passion for photography (cinematography, filmmaking, image making) the opportunity to meet others with similar interests for networking and camaraderie. It provides an environment in which photography issues, styles, techniques, enjoyment and appreciation can be discussed as well as experienced with people from many fields and levels of expertise (beginners, students, amateur, hobbyist, or professionals). We publish a bimonthly color magazine (32-36 pages) listing thousands of activities for photographers and lovers of images." Clickers & Flickers Photography Network, Inc., is a 21-year-old professional photography network association that promotes information and offers promotional marketing opportunities for photographers, cinematographers, individuals, organizations, businesses, events, publishers (including

advertising or PR agencies). "C&F also provides referrals for photographers and cinematographers. If you are looking for the services of a photographer, we can help you. Our membership includes photographers and cinematographers who are skilled in the following types of photography: wedding, headshots, fine art, sports, events, products, news, glamour, fashion, macro, commercial, landscape, advertising, architectural, wildlife, candid, photojournalism, marquis gothic—fetish, aerial and underwater; using the following types of equipment: motion picture cameras (Imax, 70mm, 65mm, 35mm, 16mm, 8mm), steadicam systems, video, high-definition, digital, still photography—large format, medium format and 35mm." Open to all skill levels. Photographers should call or e-mail for more information.

COMMUNITY DARKROOM

713 Monroe Ave., Rochester NY 14607. (585)271-5920. E-mail: darkroom@geneseearts.org. Web site: www.geneseearts.org. **Contact:** Sharon Turner, director. Associate Director: Marianne Pojman. Costs \$65-200, depending on type and length of class. "We offer 30 different photography and digital classes for all ages on a quarterly basis. Classes include 35mm camera techniques; black & white darkroom techniques; composition; studio lighting; digital camera techniques; Photoshop; Web design; InDesign; the business of photography; matting and framing; hand coloring; alternative processes; night, sports and nature photography; and much, much more! Call for a free brochure."

CONE EDITIONS WORKSHOPS

Powder Spring Rd., East Topsham VT 05076. (802)439-5751. Fax: (802)439-6501. E-mail: jccone@aol.com. Web site: www.coneeditions.com. **Contact:** Jon Cone, owner. Cost: Varies per workshop. See Web site for details on workshop dates and prices. Workshops in Piezography b&w digital printing, digital cameras, various workshops with George DeWolfe. Open to all skill levels. Photographers should call, e-mail, see Web site for more information.

THE CORPORATION OF YADDO RESIDENCIES

P.O. Box 395, Saratoga Springs NY 12866-0395. (518)584-0746. Fax: (518)584-1312. E-mail: yaddo@yaddo.org. Web site: www.yaddo.org. **Contact:** Candace Wait, program director. No fee; room, board, and studio space are provided. Deadlines to apply are January 1 and August 1—residencies are offered year round. Yaddo is a working artists' community on a 400-acre estate in Saratoga Springs, New York. It offers residencies of 2 weeks to 2 months to creative artists in a variety of fields. The mission of Yaddo is to encourage artists to challenge themselves by offering a supportive environment and good working conditions. Open to advanced photographers. Photographers should write, send SASE (63¢ postage), call or e-mail for more information.

THE CORTONA CENTER OF PHOTOGRAPHY, ITALY

P.O. Box 550894, Atlanta GA 30355. (404)872-3264. E-mail: allen@cortonacenter.com. Web site: www.cortonacenter.com. **Contact:** Allen Matthews, director. Robin Davis and Allen Matthews lead a personal, small-group photography workshop in the ancient city of Cortona, Italy, centrally located in Tuscany, once the heart of the Renaissance. Dramatic landscapes; Etruscan relics; Roman, Medieval and Renaissance architecture; and the wonderful and photogenic people of Tuscany await. Photographers should write, e-mail or see Web site for more information.

CORY PHOTOGRAPHY WORKSHOPS

P.O. Box 42, Signal Mountain TN 37377. (423)886-1004. E-mail: tompatcory@aol.com. Web site: www.hometo wn.aol.com/tompatcory. **Contact:** Tom or Pat Cory. Small workshops/field trips (8-12 maximum participants) with some formal instruction, but mostly one-on-one instruction in the field. "Since we tailor this instruction to each individual's interests, our workshops are suitable for all experience levels. Participants are welcome to use film or digital cameras or even video. Our emphasis is on nature and travel photography. We spend the majority of our time in the field, exploring our location. Cost and length vary by workshop. Many of our workshop fees include single-occupancy lodging, and some also include home-cooked meals and snacks. We offer special prices for 2 people sharing the same room, and, in some cases, special non-participant prices. Workshop locations vary from year to year but include the Eastern Sierra of California, Colorado and Arches National Park, Olympic National Park, Acadia National Park, the Upper Peninsula of Michigan, Death Valley National Park, Smoky Mountain National Park, and Glacier National Park. We offer international workshops in Ireland, Scotland, Provence, Brittany, Tuscany, New Zealand, New Foundland, Wales, Costa Rica and Panama. We also offer a number of short workshops throughout the year in and around Chattanooga, Tennessee—individual instruction and custom-designed workshops for groups." Photographers should write, call, e-mail or see Web site for more information.

COUPEVILLE ARTS CENTER/PHOTOGRAPHY

15 NW Birch St., Coupeville WA 98239. (360)678-3396. Fax: (877)678-3396. E-mail: info@coupevillearts.org. Web site: www.coupevillearts.org. **Contact:** Registrar. Cost: varies. Workshops are held on Whidbey Island and at various other locations. Topics are new and varied every year.

CREALDÉ SCHOOL OF ART

600 St. Andrews Blvd., Winter Park FL 32792. (407)671-1886. Web site: www.crealde.org. **Contact:** Peter Schreyer, executive director. Director of Photography: Rick Lang. Cost: Membership fee begins at \$35/individual. Offers classes covering traditional and digital photography; b&w darkroom techniques; landscape, portrait, documentary, travel, wildlife and abstract photography; and educational tours.

CREATIVE ARTS WORKSHOP

80 Audubon St., New Haven CT 06511. (203)562-4927. E-mail: hshapiro8@aol.com. **Contact:** Harold Shapiro, photography department head. Offers advanced workshops and exciting courses for beginning and serious photographers. Traditional darkroom and digital classes.

BRUCE DALE PHOTOGRAPHIC WORKSHOPS

Bruce Dale Photography. Web site: www.bruceale.com. Bruce teaches throughout the world. Visit his Web site for current information on his workshops and lectures.

DAWSON COLLEGE CENTRE FOR TRAINING AND DEVELOPMENT

4001 de Maisonneuve Blvd. W., Suite 2G.1, Montreal QC H3Z 3G4 Canada. (514)933-0047. Fax: (514)937-3832. E-mail: ciait@dawsoncollege.qc.ca. Web site: www.dawsoncollege.qc.ca/ciait. **Contact:** Roula Koutsoumbas. Cost: \$90-595. Workshop subjects include imaging arts and technologies, computer animation, photography, digital imaging, desktop publishing, multimedia, and Web publishing and design.

THE JULIA DEAN PHOTO WORKSHOPS

3111 Ocean Front Walk, Suite 102, Marina Del Rey CA 90292. (310)821-0909. Fax: (310)821-0809. E-mail: julia@juliadean.com. Web site: www.juliadean.com. **Contact:** Natalie Gamble, studio manager. Photography workshops of all kinds held throughout the year. Open to all skill levels. Photographers should call, e-mail or see Web site for more information.

DRAMATIC LIGHT NATURE PHOTOGRAPHY WORKSHOPS

2292 Shiprock Rd., Grand Junction CO 81503. (800)20-PHOTO (74686). **Contact:** Joseph K. Lange, workshop leader. Cost: \$1,295-1,695 for North American (6-day) workshops; includes motel, transportation, continental breakfast, and instruction in the field and classroom. Maximum workshop size: 10 participants. Specializing in the American West.

JOE ENGLANDER PHOTOGRAPHY WORKSHOPS & TOURS

P.O. Box 1261, Manchaca TX 78652. (512)922-8686. E-mail: info@englander-workshops.com. Web site: www.englander-workshops.com. **Contact:** Joe Englander. Cost: \$275-8,000. "Photographic instruction in beautiful locations throughout the world—all formats and media, color/b&w/digital darkroom instruction." Locations include Europe, Asia and the US. See Web site for more information.

EUROPA PHOTOGENICA PHOTO TOURS TO EUROPE

(formerly France Photogenique/Europa Photogenica Photo Tours to Europe), 3920 W. 231st Place, Torrance CA 90505. Phone/fax: (310)378-2821. E-mail: FraPhoto@aol.com. Web site: www.europaphotogenica.com. **Contact:** Barbara Van Zanten-Stolarski, owner. Cost: \$2,700-3,600; includes meals, transportation, hotel accommodation. Tuition provided for beginners/intermediate and advanced level. Workshops held in spring (3-5) and fall (1-3). Five- to 11-day photo tours of the most beautiful regions of Europe. Shoot landscapes, villages, churches, cathedrals, vineyards, outdoor markets, cafes and people in Paris, Provence, southwest France, England, Italy, Greece, etc. Open to all skill levels. Photographers should call or e-mail for more information.

FINDING & KEEPING CLIENTS

2973 Harbor Blvd., Suite 341, Costa Mesa CA 92626-3912. Phone/fax: (888)713-0705. E-mail: maria@mpiscopo.com. Web site: www.mpiscopo.com. **Contact:** Maria Piscopo, instructor. "How to find new photo assignment clients and get paid what you're worth! See Web site for schedule or send query via e-mail." Maria Piscopo is the author of *The Photographer's Guide to Marketing & Self Promotion*, 3rd edition (Allworth Press).

FINE ARTS WORK CENTER

24 Pearl St., Provincetown MA 02657. (508)487-9960, ext. 103. Fax: (508)487-8873. E-mail: workshops@fawc.org. Web site: www.fawc.org. **Contact:** Dorothy Antczak, education coordinator. Cost: \$530/week, \$260/week-end (class); \$550/week (housing). Weeklong and weekend workshops in visual arts and creative writing. Open to all skill levels. Photographers should write, call or e-mail for more information.

FIRST LIGHT PHOTOGRAPHIC WORKSHOPS AND SAFARIS

P.O. Box 240, East Moriches NY 11940. (631)874-0500. E-mail: bill@firstlightphotography.com. Web site: www.firstlightphotography.com. **Contact:** Bill Rudock, president. Photo workshops and photo safaris for all skill levels held on Long Island, NY, and specializing in national parks, domestic and international.

** FIRST LIGHT PHOTOGRAPHY WORKSHOP TOURS**

P.O. Box 36201, Lakewood CO 80227. (720)962-5929. E-mail: andy@firstlighttours.com. Web site: www.firstlighttours.com. **Contact:** Andy Long, owner. Cost: \$1,095-\$3,796, depending on tour. Hotels, meals and ground transportation included. Tours are held in a variety of locations, including Oregon coast, southwest Alaska, Alaskan northern lights, Florida, south Texas birds, Glacier National Park, historic Taos and Santa Fe, Bosque del Apache Wildlife Preserve, and more. See Web site for more information on locations, dates and prices. Open to all skill levels. Photographers should call, e-mail, see Web site for more information.

FLORENCE PHOTOGRAPHY WORKSHOP

Washington University, St. Louis MO 63130. (314)935-6500. E-mail: sjstremb@art.wustl.edu. **Contact:** Stan Strembicki, professor. "Four-week intensive photographic study of urban and rural landscape of Florence and Tuscany. Digital darkroom, field trips within Florence, housing available."

FOCUS ADVENTURES

P.O. Box 771640, Steamboat Springs CO 80477. Phone/fax: (970)879-2244. E-mail: karen@focusadventures.com. Web site: www.focusadventures.com. **Contact:** Karen Gordon Schulman, owner. Photo workshops and tours emphasize the art of seeing and personal photographic vision. Summer digital photo workshops in Steamboat Springs, Colorado. Field trips to working ranches, the rodeo and wilderness areas. Customized private and small-group lessons available year round. International photo tours and workshops to various destinations including Ecuador, the Galapagos Islands, and western Ireland.

FOTOFUSION

55 NE Second Ave., Delray Beach FL 33444. (561)276-9797. Fax: (561)276-9132. E-mail: info@fotofusion.org. Web site: www.fotofusion.org. **Contact:** Fatima NeJame, executive director. America's foremost festival of photography and digital imaging is held each January. Learn from more than 90 master photographers, picture editors, picture agencies, gallery directors, and technical experts, over 5 days of field trips, seminars, lectures and Adobe Photoshop CS workshops. January 16-20, 2007. Open to all skill levels. Photographers should write, call or e-mail for more information.

** ANDRÉ GALLANT/FREEMAN PATTERSON PHOTO WORKSHOPS**

Shampers Bluff NB Canada. (506)763-2189. E-mail: freepatt@nbnet.nb.ca. Web site: www.freemanpatterson.com. Cost: \$1,750 and HST 15% (Canadian) for 6-day course including accommodations and meals. All workshops are for anybody interested in photography and visual design, from the novice to the experienced amateur or professional. "Our experience has consistently been that a mixed group functions best and learns the most."

GLOBAL PRESERVATION PROJECTS

P.O. Box 30866, Santa Barbara CA 93130. (805)682-3398 or (805)455-2790. E-mail: TIMorse@aol.com. Web site: www.GlobalPreservationProjects.com. **Contact:** Thomas I. Morse, director. Offers photographic workshops and expeditions promoting the preservation of environmental and historic treasures. Produces international photographic exhibitions and publications. Onsite workshops in the ghost town of Bodie, CA; Digital Basics for Photographers held in Santa Barbara and the Bay area. GPP has added a 34-ft. motor home with state-of-the-art digital imaging and printer systems. Photographers should call, e-mail or see Web site for more information.

GOLDEN GATE SCHOOL OF PROFESSIONAL PHOTOGRAPHY

P.O. Box F, San Mateo CA 94402-0018. (650)548-0889. E-mail: ggs@goldengateschool.com. Web site: www.goldengateschool.org. **Contact:** Julie Olson, director. Offers 1- to 5-day workshops in traditional and digital photography for professional and aspiring photographers in the San Francisco Bay Area.

IN ROB GOLDMAN CREATIVE WORKSHOPS

16 Glenview Place, Huntington NY 11743. (631)424-1650. Fax: (631)424-1650. E-mail: rob@rgoldman.com. Web site: www.rgoldman.com. **Contact:** Rob Goldman, photographer. Cost varies depending on type and length of workshop. Workshop held 4-5 times/year. Purpose is artistic and personal growth for photographers. Open to all skill levels. Photographers should call or e-mail for more information.

HALLMARK INSTITUTE OF PHOTOGRAPHY

P.O. Box 308, Turners Falls MA 01376. (413)863-2478. E-mail: info@hallmark.edu. Web site: www.hallmark.edu. **Contact:** George J. Rosa III, president. Director of enrollment services: Shelley Nicholson. Tuition: \$29,550. Offers an intensive 10-month resident program teaching the technical, artistic and business aspects of traditional and digital professional photography for the career-minded individual.

JOHN HART PORTRAIT SEMINARS

344 W. 72nd St., New York NY 10023. (212)873-6585. E-mail: johnhartstudio1@mac.com; johnharth@aol.com. Web site: www.johnhartpics.com. One-on-one advanced portraiture seminars covering lighting and other techniques. John Hart is a New York University faculty member and author of *50 Portrait Lighting Techniques*, *Professional Headshots*, *Lighting For Action* and *Art of the Storyboard*.

HAWAII PHOTO SEMINARS

Changing Image Workshops, P.O. Box 280, Kualapuu, Molokai HI 96757. (808)567-6430. E-mail: hui@aloha.net. Web site: www.huiho.org. **Contact:** Rik Cooke. Cost: \$1,795; includes lodging, meals and ground transportation. Seven-day landscape photography workshop for beginners to advanced photographers. Workshops taught by 2 *National Geographic* photographers and a multimedia producer.

IN HEART OF NATURE PHOTOGRAPHY WORKSHOPS

P.O. Box 1645, Honokaa HI 96727. (808)345-7179. E-mail: info@heartofnature.net. Web site: www.heartofnature.net. **Contact:** Robert Frutos or Jenny Thompson. Cost: \$345-2,695, depending on workshop. "Will greatly increase your ability to capture dynamic images and convey the wonder, beauty and power of your experience in nature." Photographers should call or see Web site for more information.

HORIZONS TO GO

P.O. Box 634, Leverett MA 01054. (413)367-9200. Fax: (413)367-9522. E-mail: horizons@horizons-art.com. Web site: www.horizons-art.com. **Contact:** Jane Sinauer, director. Artistic vacations and small-group travel: 1- and 2-week programs in the American Southwest, Italy, Ireland, France, Prague, Scandinavia, Mexico, Ecuador, Thailand, Vietnam, Cambodia, Myanmar and Bali.

IN FOCUS WITH MICHELE BURGESS

20741 Catamaran Lane, Huntington Beach CA 92646. (714)536-6104. E-mail: maburg5820@aol.com. Web site: www.infocustravel.com. **Contact:** Michele Burgess, president. Cost: \$4,000-7,000. Offers overseas tours to photogenic areas with expert photography consultation at a leisurely pace and in small groups (maximum group size: 20).

INTERNATIONAL CENTER OF PHOTOGRAPHY

1114 Avenue of the Americas, New York NY 10036. (212)857-0001. E-mail: education@icp.org. Web site: www.icp.org. **Contact:** Donna Ruskin, education associate. "The cost of our weekend workshops range from \$255 to \$720 plus registration and lab fees. Our 5- and 10-week courses range from \$360 to \$770 plus registration and lab fees." ICP offers photography courses, lectures and workshops for all levels of experience—from intensive beginner classes to rigorous professional workshops.

IN INTERNATIONAL EXPEDITIONS

One Environs Park, Helena AL 35080. (800)633-4734 (US/Canada); (205)428-1700 (worldwide). Fax: (205)428-1714. E-mail: nature@ietravel.com. Web site: www.ietravel.com. **Contact:** Ralph Hammelbacher, president. Cost: \$1,800-\$2,600, which includes scheduled transportation during expeditions unless otherwise specified; services of experienced English-speaking local guides; all accommodations; meals as specified in the respective itineraries; transfer and luggage handling when taking group flights. Guided nature expeditions all over the world: Costa Rica, Machu Picchu, Galapagos, Kenya, Patagonia and many more. Open to all skill levels. Photographers should write, call, e-mail, see Web site for more information.

JIVIDEN'S "NATURALLY WILD" PHOTO ADVENTURES

P.O. Box 333, Chillicothe OH 45601. (800)866-8655 or (740)774-6243. Fax: (740)774-2272 (call first). E-mail: mail@imagesunique.com. Web site: www.naturallywild.net. **Contact:** Jerry or Barbara Jividen. Cost: \$149 and

up depending on length and location. Workshops held throughout the year; please inquire. All workshops and photo tours feature comprehensive instruction, technical advice, pro tips and hands-on photography. Many workshops include lodging, meals, ground transportation, special permits and special "guest rates." Group sizes are small for more personal assistance and are normally led by 2 photography guides/certified instructors. Subject emphasis is on photographing nature, wildlife and natural history. Supporting emphasis is on proper techniques, composition, exposure, lens and accessory use. Workshops range from 1-7 days in a variety of diverse North American locations. Open to all skill levels. Free information available upon request. Free quarterly journal by e-mail upon request. Photographers should write, call or e-mail for more information.

ART KETCHUM HANDS-ON MODEL WORKSHOPS

2215 S. Michigan Ave., Chicago IL 60616. (773)478-9217. E-mail: ketch22@ix.netcom.com. Web site: www.artketchum.com. **Contact:** Art Ketchum, owner. Cost: \$125 for 1-day workshops in Chicago studio; \$99 for repeaters; 2-day workshops in various cities around the US to be announced. Photographers should call, e-mail or visit Web site for more information.

WELDON LEE'S ROCKY MOUNTAIN PHOTO ADVENTURES

P.O. Box 487, Allenspark CO 80510-0487. Phone/fax: (303)747-2074. E-mail: wlee@RockyMountainPhotoAdventures.com. Web site: www.RockyMountainPhotoAdventures.com. **Contact:** Weldon Lee. Cost: \$695-5,995; includes transportation and lodging. Workshops held monthly year round. Wildlife and landscape photography workshops featuring hands-on instruction with an emphasis on exposure, composition, and digital imaging. Participants are invited to bring a selection of images to be critiqued during the workshops. Photographers should write, call or e-mail for more information.

LEPP INSTITUTE OF DIGITAL IMAGING

(formerly George Lepp Digital Workshops), P.O. Box 6240, Los Osos CA 93412. (805)528-7385. Fax: (805)528-7387. E-mail: info@LeppPhoto.com. Web site: www.LeppPhoto.com. **Contact:** Julie Corpuel, registrar. Offers small groups. New focus on digital tools to optimize photography. "Make the most of your images and improve your photography skills at the premier digital imaging school on the West Coast."

THE LIGHT FACTORY

Spirit Square, Suite 211, 345 N. College St., Charlotte NC 28202. (704)333-9755. E-mail: info@lightfactory.org. Web site: www.lightfactory.org. **Contact:** Marcie Kelso, executive director. The Light Factory is "a nonprofit arts center dedicated to exhibition and education programs promoting the power of photography and film." Classes are offered throughout the year in SLR and digital photography and filmmaking.

C.C. LOCKWOOD WILDLIFE PHOTOGRAPHY WORKSHOP

P.O. Box 14876, Baton Rouge LA 70898. (225)769-4766. Fax: (225)767-3726. E-mail: cactusclyd@aol.com. Web site: www.cclockwood.com. **Contact:** C.C. Lockwood, photographer. Cost: Lake Martin Spoonbill Rookery, \$800; Atchafalaya Swamp, \$290; Yellowstone, \$2,695; Grand Canyon, \$2,395. Workshop at Lake Martin is 3 days plus side trip into Atchafalaya, February and April. Each April and October, C.C. conducts a 2-day Atchafalaya Basin Swamp Wildlife Workshop. It includes lecture, canoe trip into the swamp, and critique session. Every other year, C.C. does a 7-day winter wildlife workshop in Yellowstone National Park. C.C. also leads an 8-day Grand Canyon raft trip photo workshop in August.

LONG ISLAND PHOTO WORKSHOP

2174 Mitchell St., Bellmore NY 11710. (516)221-4058. E-mail: jerry@jsmallphoto.com. Web site: www.liphotoworkshop.com. **Contact:** Jerry Small, director. Annual 4-day workshop covering professional wedding, portrait, and digital photography and photographic skills. Open to all skill levels.

HELEN LONGEST-SACCONE AND MARTY SACCONE

P.O. Box 220, Lubec ME 04652. (207)733-4201. Fax: (207)733-4202. E-mail: helen_marty@yahoo.com. Private creative vision photo workshops offered in Maine. Private digital imaging workshops, covering Photoshop and digital cameras.

THE MACDOWELL COLONY

100 High St., Peterborough NH 03458. (603)924-3886. Fax: (603)924-9142. E-mail: admissions@macdowellcolony.org. Web site: www.macdowellcolony.org. Founded in 1907 to provide creative artists with uninterrupted time and seclusion to work and enjoy the experience of living in a community of gifted artists. Residencies of up to 8 weeks for writers, playwrights, composers, film/video makers, visual artists, architects and interdisciplinary artists. Artists in residence receive room, board and exclusive use of a studio. Average length of residency is 5

weeks. Ability to pay for residency is not a factor. There are no residency fees. Limited funds available for travel reimbursement. Application deadlines: January 15: summer (June-September); April 15: fall/winter (October-January); September 15: winter/spring (February-May). Photographers should write, call or see Web site for application and guidelines. Questions should be directed to the admissions director.

THE MAINE PHOTOGRAPHIC WORKSHOPS

The International Film Workshops, Rockport College, Box 200, 2 Central St., Rockport ME 04856. (877)577-7700 or (207)236-8581. Fax: (207)236-2558. E-mail: info@TheWorkshops.com. Web site: www.TheWorkshops.com. For 33 years, the world's leading photography and film workshop center. More than 250 1-, 2- and 4-week workshops and master classes for working pros, serious amateurs, artists and college and high school students, in all areas of photography, filmmaking, video, television and digital media. Master Classes with renowned faculty including Eugene Richards, Joyce Tenneson, and photographers from Magnum and *National Geographic*. Film faculty includes Academy Award-winning directors and cinematographers. Destination workshops in Tuscany, Italy; Paris and Provence, France; Oaxaca, Mexico; San Lucar, Spain; Rio de Janeiro, Brazil; and other locations. Rockport College (www.rockportcollege.edu) offers an Associate of Arts Degree, a Master of Fine Arts Degree, and a 1-year Professional Certificate in film, photography and new media. Request current catalog by phone, fax or e-mail. See complete course listing on Web site.

JOE & MARY ANN MCDONALD WILDLIFE PHOTOGRAPHY WORKSHOPS AND TOURS

73 Loht Rd., McClure PA 17841-9340. (717)543-6423. Fax: (717)543-6423. E-mail: hoothollow@acsworld.com. Web site: www.hoothollow.com. **Contact:** Joe McDonald, owner. Cost: \$1,200-8,500. Offers small groups, quality instruction with emphasis on nature and wildlife photography.

MEXICO PHOTOGRAPHY WORKSHOPS

Otter Creek Photography, Hendricks WV 26271. (304)478-3586. E-mail: OtterCreekPhotography@yahoo.com. **Contact:** John Warner, instructor. Cost: \$1,400. Intensive weeklong, hands-on workshops held throughout the year in the most visually rich regions of Mexico. Photograph snow-capped volcanoes, thundering waterfalls, pre-Columbian ruins, botanical gardens, fascinating people, markets and colonial churches in jungle, mountain, desert and alpine environments.

MID-ATLANTIC REGIONAL SCHOOL OF PHOTOGRAPHY

666 Franklin Ave., Nutley NJ 07110. (888)267-MARS (6277). Web site: www.photoschools.com. **Contact:** Jim Bastinck, director. Cost: \$985; includes lodging and most meals. Annual 5-day workshop covering many aspects of professional photography from digital to portrait to wedding. Open to photographers of all skill levels.

MIDWEST PHOTOGRAPHIC WORKSHOPS

28830 W. Eight Mile Rd., Farmington Hills MI 48336. (248)471-7299. E-mail: bryce@mpw.com. Web site: www.mpw.com. **Contact:** Bryce Denison, owner. Cost: varies per workshop. "One-day weekend and weeklong photo workshops, small group sizes and hands-on shooting seminars by professional photographers/instructors on topics such as portraiture, landscapes, nudes, digital, nature, weddings, product advertising and photojournalism."

MISSOURI PHOTOJOURNALISM WORKSHOP

109 Lee Hills Hall, Columbia MO 65211. (573)882-4882. Fax: (573)884-4999. E-mail: info@mophotoworkshop.org. Web site: www.mophotoworkshop.org. **Contact:** Angel Anderson, coordinator. Cost: \$600. Workshop for photojournalists. Participants learn the fundamentals of documentary photo research, shooting, editing and layout.

MOUNTAIN WORKSHOPS

Western Kentucky University, 1906 College Heights Blvd., 11070, Bowling Green KY 42101-1070. (270)745-8927. E-mail: mountainworkshops@wku.edu. **Contact:** Kurt Fattic, workshops coordinator. Cost: \$550 plus expenses. Annual weeklong documentary photojournalism workshop held in October. Open to intermediate and advanced shooters.

NATURAL HABITAT ADVENTURES

2945 CenterGreen Court, Boulder CO 80301. (800)543-8917. E-mail: info@nathab.com. Web site: www.nathab.com. Cost: \$2,195-20,000; includes lodging, meals, ground transportation and expert expedition leaders. Guided photo tours for wildlife photographers. Tours last 5-27 days. Destinations include North America, Latin America, Canada, the Arctic, Galápagos Islands, Africa, the Pacific and Antarctica.

NATURAL TAPESTRIES

1208 State Rt. 18, Aliquippa PA 15001. (724)495-7493. Fax: (724)495-7370. E-mail: nancyrotenberg@aol.com. Web site: www.naturaltapestries.com. **Contact:** Nancy Rotenberg and Michael Lustbader, owners. Cost: varies by workshop; \$500-600 for weekend workshops in Pennsylvania. "We offer small groups with quality instruction and an emphasis on nature. Garden and macro workshops are held on our farm in Pennsylvania, and others are held in various locations in North America." Open to all skill levels. Photographers should call or e-mail for more information.

NATURE PHOTOGRAPHY WORKSHOPS, GREAT SMOKY MOUNTAIN INSTITUTE AT TREMONT

Great Smoky Mountains National Park, 9275 Tremont Rd., Townsend TN 37882. (865)448-6709. E-mail: mail@gsmiit.org. Web site: www.gsmiit.org. **Contact:** Registrar. Workshop instructors: Bill Lea, Will Clay and others. Cost: \$495. Offers workshops in April and October emphasizing the use of natural light in creating quality scenic, wildflower and wildlife images.

NEW JERSEY HERITAGE PHOTOGRAPHY WORKSHOPS

124 Diamond Hill Rd., Berkeley Heights NJ 07922. (908)790-8820. Fax: (908)790-0074. E-mail: nancyori@comcast.net. Web site: www.nancyoriphotography.com. **Contact:** Nancy Ori, director. Estab. 1990. Cost: \$195-400. Workshops held every spring. Nancy Ori, well-known instructor, freelance photographer and fine art exhibitor of landscape and architecture photography, teaches how to use available light and proper metering techniques to document the man-made and natural environments of Cape May. A variety of film and digital workshops taught by guest instructors are available each year and are open to all skill levels, especially beginners. Topics include hand coloring of photographs, creative camera techniques with Polaroid materials, intermediate and advanced digital, landscape and architecture with alternative cameras, environmental portraits with lighting techniques, street photography; as well as pastel, watercolor and oil painting workshops. All workshops include an historic walking tour of town, location shooting or painting, demonstrations and critiques. Scholarships available annually.

NEW JERSEY MEDIA CENTER LLC WORKSHOPS AND PRIVATE TUTORING

124 Diamond Hill Rd., Berkeley Heights NJ 07922. (908)790-8820. Fax: (908)790-0074. E-mail: nancyori@comcast.net. Web site: www.nancyoriworkshops.com. **Contact:** Nancy Ori, director. **1. Tuscany Photography Workshop** by Nancy Ori and Chip Forelli. Explore the Tuscan countryside, cities and small villages, with emphasis on architecture, documentary, portrait and landscape photography. The group will venture via private van to photograph in the cities of Florence, Pisa, Sienna, Arezzo and San Gimignano, and everywhere in between. Cost: \$2,600; includes tuition, accommodations at a private estate, breakfasts and dinners. Open to all skill levels. Held October 14-21, 2006. **2. Private Photography and Darkroom Tutoring** with Nancy Ori in Berkeley Heights, New Jersey. This unique and personalized approach to learning photography is designed for the beginning or intermediate student who wants to expand his/her understanding of the craft and work more creatively with the camera, develop a portfolio, create an exhibit or learn darkroom techniques. The goal is to refine individual style while exploring the skills necessary to make expressive photographs. The content will be tailored to individual needs and interests. Cost: \$300 for a total of 8 hours; \$400 for the darkroom sessions. **3. Capturing the Light of the Southwest**, a painting, sketching and photography workshop with Nancy Ori and Stan Sperlak, held every other year in October, will focus on the natural landscape and man-made structures of the area around Santa Fe and Taos. Participants can be at any level in their media. Stan Sperlak is a professional pastel painter and instructor. All will be encouraged to produce a substantial body of work worthy of portfolio or gallery presentation. Features special evening guest lecturers from the photography and painting community in the Santa Fe area. Artists should e-mail for more information. **4. Cape May Photography Workshops** are held annually in April and May. Also, a variety of subjects such as photojournalism, environmental portraiture, landscape, alternative cameras, Polaroid techniques, creative digital techniques, on-location wedding photography, large-format, and how to photograph birds in the landscape are offered by several well-known East-Coast instructors. Open to all skill levels. Includes critiques, demonstrations, location shooting of Victorian architecture, gardens, seascapes, and, in some cases, models in either film or digital. E-mail for dates, fees and more information. Workshops are either 3 or 4 days.

NEW MEXICO PHOTOGRAPHY FIELD SCHOOL

7505 Mallard Way, Santa Fe NM 87507. (505)983-2934. E-mail: info@photofieldschool.com. Web site: www.photofieldschool.com. **Contact:** Cindy Lane, associate director. "Since 1986, the New Mexico Field School has been unique in its offerings: hands-on photography workshops in the Southwest's canyons, hills and villages; based in Santa Fe. Participants capture the light, color and texture that is the West. Workshops are for the novice to the experienced photographer; for anyone who wants to master photographic technique while exploring the enchanted land that is New Mexico. Field School director and instructor Craig Varjabedian has been teaching

photography for 25 years. His photographs are known for their interpretations of light and place in the Southwest. His works are widely exhibited and collected. Joining the Field School as digital advisor is William Plunkett, landscape and nature photographer. Canon USA has made available EOS 10D cameras for students to try out. A catalog with workshop descriptions, instructors' bios, and Private Field and Darkroom workshop information is available upon request."

NIKON SCHOOL OF PHOTOGRAPHY

1300 Walt Whitman Rd., Melville NY 11747. (631)547-8666. Fax: (631)547-0309. Web site: www.nikonschool.com. Weekend seminars traveling to 27 major cities in the US. **Intro to Digital SLR Photography**—Cost: \$119; covers composition, exposure, downloading, viewing, basic editing and printing. **Next Steps in Digital Photography: Streamlined Workflow Technique**—Cost: \$159; covers the benefits of RAW files, color management, advanced editing and printing techniques, and archiving of image files.

NORTHEAST PHOTO ADVENTURE SERIES WORKSHOPS

55 Bobwhite Dr., Glemont NY 12077. (518)432-9913. E-mail: images@peterfinger.com. Web site: www.peterfinger.com/photoworkshops.html. **Contact:** Peter Finger, president. Cost: ranges from \$95 for a weekend to \$695 for a weeklong workshop. Offers over 20 weekend and weeklong photo workshops, held in various locations. Past workshops have included the coast of Maine, Acadia National Park, Great Smoky Mountains, Southern Vermont, White Mountains of New Hampshire, South Florida and the Islands of Georgia. "Small group instruction from dawn till dusk." Write for additional information.

NORTHERN EXPOSURES

4917 Evergreen Way #383, Everett WA 98203. (425)347-7650. Fax: (425)347-7650. E-mail: linmoore@msn.com. **Contact:** Linda Moore, director. Cost: \$300-750 for 3- to 5-day workshops (US and Canada); \$175-400/day for tours in Canada. Offers 3- to 5-day intermediate to advanced nature photography workshops in several locations in Pacific Northwest and western Canada; spectacular settings including coast, alpine, badlands, desert and rain forest. Also, 1- to 2-week Canadian Wildlife and Wildlands Photo Adventures and nature photo tours to extraordinary remote wildlands of British Columbia, Alberta, Saskatchewan, Yukon and Northwest Territories.

NYU TISCH SCHOOL OF THE ARTS

721 Broadway, 8th Floor, New York NY 10003. (212)998-1930. E-mail: photo.tsoa@nyu.edu. Web site: www.photo.tisch.nyu.edu. **Contact:** Department of Photography and Imaging. Summer classes offered for credit and noncredit covering digital imaging, career development, basic to advanced photography, and darkroom techniques. Open to all skill levels.

OREGON COLLEGE OF ART AND CRAFT

8245 SW Barnes Rd., Portland OR 97225. (503)297-5544 or (800)390-0632. Web site: www.ocac.edu. Offers workshops and classes in photography throughout the year: b&w, color, alternative processes, studio lighting, digital imaging. For schedule information, call or visit Web site.

OUTBACK RANCH OUTFITTERS

P.O. Box 269, Joseph OR 97846. (541)263-0930. Web site: www.oregonelkhunter.com. **Contact:** Jon or Ken Wick, owners. Offers photography trips by horseback or river raft into Oregon wilderness areas.

STEVE OUTRAM'S TRAVEL PHOTOGRAPHY WORKSHOPS

D. Katsifarakis St., Galatas, Chania 73100 Crete, Greece. E-mail: mail@steveouttram.com. Web site: www.steveouttram.com. **Contact:** Steve Outram, workshop photographer. **Western Crete:** 9 days in the Venetian town of Chania, every May and October. **Lesvos:** 14 days on Greece's 3rd-largest island, every October. **Zanzibar:** 14 days on this fascinating Indian Ocean island, every February and September. Learn how to take more than just picture postcard-type images on your travels. Workshops are limited to 8 people.

PALM BEACH PHOTOGRAPHIC CENTRE

55 NE Second Ave., Delray Beach FL 33444. (561)276-9797. Fax: (561)276-9132. E-mail: info@workshop.org. Web site: www.workshop.org. **Contact:** Fatima NeJame, executive director. Cost: \$75-1,300 depending on class. The center is an innovative learning facility offering 1- to 5-day seminars in photography and digital imaging year round. Also offered are travel workshops to cultural destinations such as South Africa, Bhutan, Cambodia, Peru, and India. Emphasis is on photographing the indigenous cultures of each country. Also hosts the annual Fotofusion event (see separate listing in this section). Photographers should call for details.

PAN HORAMA

Puskurinkatu 2, FIN-33730, Tampere, Finland. Fax: 011-358-3-364-5382. E-mail: info@panhorama.net. Web site: www.panhorama.net. **Contact:** Rainer K. Lampinen, chairman. Annual panorama photography workshops. International Panorama Photo Exhibition held annually in autumn in Finland, and retrospective exhibitions abroad. Awards: Master of Panorama Art, opportunity to exhibit at Underground Photo Gallery (<http://www.iisalmi.fi/?depid+12149>), other awards.

RALPH PAONESSA PHOTOGRAPHY WORKSHOPS

509 W. Ward Ave., Suite B-108, Ridgecrest CA 93555-2542. (800)527-3455. E-mail: paonessa@rpphoto.com. Web site: www.rpphoto.com. **Contact:** Ralph Paonessa, director. Cost: starting at \$1,675; includes 1 week or more of lodging, meals and ground transport. Various workshops repeated annually. Nature, bird and landscape trips to Death Valley, Falkland Islands, Alaska, Costa Rica and many other locations. Open to all skill levels. Photographers should write, call or e-mail for more information.

PETERS VALLEY CRAFT CENTER

19 Kuhn Rd., Layton NJ 07851. (973)948-5200. Fax: (973)948-0011. E-mail: pv@warwick.net. Web site: www.pvcrafts.org. Offers workshops May, June, July, August and September; 3-6 days long. Offers instruction by talented photographers in a wide range of photographic disciplines—from daguerrotypes to digital and everything in between. Also offers classes in blacksmithing/metals, ceramics, fibers, fine metals, weaving and wood-working. Located in northwest New Jersey in the Delaware Water Gap National Recreation Area, 70 miles west of New York City. Photographers should call for catalog or visit Web site or more information.

PHOTO ADVENTURE TOURS

2035 Park St., Atlantic Beach NY 11509-1236. (516)371-0067 or (800)821-1221. Fax: (516)371-1352. E-mail: info@photoadventuretours.com. **Contact:** Richard Libbey, manager. Offers photographic tours to Finland, Iceland, India, Nepal, Norway, Ireland, Mexico, South Africa, and domestic locations such as New Mexico, Albuquerque Balloon Fiesta, Navajo Indian regions, Alaska and New York.

PHOTO EXPLORER TOURS

2506 Country Village, Ann Arbor MI 48103-6500. (800)315-4462 or (734)996-1440. E-mail: decoxphoto@aol.com. Web site: www.PhotoExplorerTours.com. **Contact:** Dennis Cox, director. Cost: \$3,195; all-inclusive. Photographic explorations of China, southern Africa, India, Turkey, Burma and Vietnam. "Founded in 1981 as China Photo Workshop Tours by award-winning travel photographer and China specialist Dennis Cox, Photo Explorer Tours has expanded its tours program since 1996. Working directly with carefully selected tour companies at each destination who understand the special needs of photographers, we keep our groups small, usually from 5 to 16 photographers, to ensure maximum flexibility for both planned and spontaneous photo opportunities." On most tours, individual instruction is available from professional photographer leading tour. Open to all skill levels. Photographers should write, call or e-mail for more information.

PHOTO WORKSHOPS BY COMMERCIAL PHOTOGRAPHER SEAN ARBABI

508 Old Farm Rd., Danville CA 94526-4134. Phone/fax: (925)855-8060. E-mail: workshops@seanarbabi.com. Web site: www.seanarbabi.com/workshops.html. **Contact:** Sean Arbabi, photographer/instructor. Cost: \$85-3,000 for workshops only; meals, lodging, airfare and other services may be included, depending on workshop. Seasonal workshops held in spring, summer, fall, winter. Taught at California locations including Point Reyes National Seashore, wine country, the San Francisco Bay Area, and northern California. Also Costa Rica in 2007. Sean Arbabi teaches through PowerPoint computer presentations, field instruction and hands-on demonstrations. All levels of workshops are offered from beginner to advanced; subjects include digital photography, technical elements of exposure to composition, how to fine-tune your personal vision, equipment to pack and use, a philosophical approach to the art, as well as how to run a photography business.

PHOTOGRAPHERS' FORMULARY

P.O. Box 950, 7079 Hwy. 83 N, Condon MT 59826-0950. (800)922-5255. Fax: (406)754-2896. E-mail: lynnw@blackfoot.net; formulary@blackfoot.net. Web site: www.photoformulary.com. **Contact:** Lynn Wilson, workshops program director. Photographers' Formulary workshops include a wide variety of alternative processes, and many focus on the traditional darkroom. Located in Montana's Swan Valley, some of the best wilderness lands in the Rocky Mountains. See Web site for details on costs and lodging. Open to all skill levels.

PHOTOGRAPHIC ARTS CENTER

Fresh Meadows, Queens NY. Phone/Fax: (718)969-7924. E-mail: photocenter48@yahoo.com. **Contact:** Beatriz Arenas, president. Offers workshops on basics to advanced, b&w and color; Mac computers, Photoshop, Page-

maker, Canvas, CD recording and digital photography. Rents studios and labs and offers advice to photographers. Gives lessons in English and Spanish.

PHOTOGRAPHIC ARTS WORKSHOPS

P.O. Box 1791, Granite Falls WA 98252. (360)691-4105. E-mail: photoartswkshps@aol.com. Web site: www.barnbaum.com. **Contact:** Bruce Barnbaum, director. Offers a wide range of workshops across the US, Mexico, Europe and Canada. Instructors include masters of digital images. Workshops feature instruction in composition, exposure, development, printing, photographic goals and philosophy. Includes reviews of student portfolios. Sessions are intense, held in field, darkroom and classroom with various instructors. Ratio of students to instructors is always 8:1 or fewer, with detailed attention to problems students want solved. All camera formats, color and b&w.

PHOTOGRAPHIC CENTER NORTHWEST

900 12th Ave., Seattle WA 98122. (206)720-7222. E-mail: pcnw@pcnw.org. Web site: www.pcnw.org. **Contact:** Damian Murphy, executive director. Day and evening classes and workshops in fine art photography (b&w, color, digital) for photographers of all skill levels; accredited certificate program.

PHOTOGRAPHS II

P.O. Box 4376, Carmel CA 93921. (831)624-6870. E-mail: rfremier@redshift.com. Web site: www.starrsites.com/photos2; www.photographsII.com. **Contact:** Roger Premier. Cost: Starts at \$2,945 for International Photography Retreats. Offers 4 programs/year. Previous locations include France, England, Spain and Japan.

PHOTOGRAPHY AT THE SUMMIT: JACKSON HOLE

Rich Clarkson & Associates LLC, 1099 18th St., Suite 1840, Denver CO 80202. (303)295-7770 or (800)745-3211. E-mail: info@richclarkson.com. Web site: www.photographyatthesummit.com. **Contact:** Brett Wilhelm, administrator. Annual workshops held in spring (April) and fall (October). Weeklong workshops with top journalistic, nature and illustrative photographers and editors. See Web site for more information.

PHOTOGRAPHY IN PROVENCE

La Chambre Claire, Rue du Petit Portail, Ansouis 84240 France. E-mail: andrew.squires@wanadoo.fr. Web site: www.photographie.net/andrew/. **Contact:** Mr. Andrew Squires, M.A. Cost: \$700; accommodations between \$255-380. Annual workshop held from April to October. Theme: What to Photograph and Why? Designed for people who are looking for a subject and an approach they can call their own. Explore photography of the real world, the universe of human imagination, or simply let yourself discover what touches you. Explore Provence and photograph on location. Possibility to extend your stay and explore Provence if arranged in advance. Open to all skill levels. Photographers should send SASE, call or e-mail for more information.

POLAROID TRANSFER, DIGITAL INFRARED & PHOTOSHOP WORKSHOPS

(formerly Polaroid Transfer, SX-70 Manipulation & Photoshop Workshops), P.O. Box 723, Graton CA 95444. (707)829-5649. Fax: (707)824-8174. E-mail: kcar@kathleencarr.com. Web site: www.kathleencarr.com. **Contact:** Kathleen T. Carr. Cost: \$85-100/day plus \$30 for materials. Carr, author of *Polaroid Transfers* and *Polaroid Manipulations: A Complete Visual Guide to Creating SX-70, Transfer and Digital Prints* (Amphoto Books, 1997 and 2002), offers her expertise on the subjects for photographers of all skill levels. Includes hand coloring. Programs last 1-7 days in various locations in California, Hawaii, Montana and other locales.

PRAGUE SUMMER SEMINARS

Metropolitan College, ED 118, University of New Orleans, 2000 Lakeshore Dr., New Orleans LA 70148. (504)280-7318. E-mail: iziegler@uno.edu. Web site: www.unostudyabroad.com/prague.htm. **Contact:** Irene Ziegler, program coordinator. Cost: \$3,295; includes lodging. Challenging seminars, studio visits, excursions within Prague; field trips to Vienna, Austria and Brno, Moravia; film and lecture series. Open to beginners and intermediate photographers. Photographers should call, e-mail or see Web site for more information.

PROFESSIONAL PHOTOGRAPHER'S SOCIETY OF NEW YORK STATE PHOTO WORKSHOPS

(formerly Professional Photographer's Society of New York Photo Workshops), 121 Genesee St., Avon NY 14414. (858)226-8363. E-mail: miller12@rochester.rr.com. **Contact:** Lois Miller, director. Cost: \$665. Weeklong, specialized, hands-on workshops for professional photographers in July.

PROFESSIONAL PHOTOGRAPHY AT DAYTONA BEACH COMMUNITY COLLEGE

(formerly Photographic Technology at Daytona Beach Community College), DBCC-Photography Dept., P.O. Box 2811, Daytona Beach FL 32120-2811. (386)506-3581. Fax: (386)506-3112. E-mail: biferid@dbcc.edu. Web



© 2005 Jerrold Goldberg

Jerrold Goldberg attended Jay Maisel's "Color, Light and Gesture" workshop at Santa Fe Workshops. He found rich photo opportunities awaiting him in Santa Fe's Plaza, the heart of the city and a gathering place for tourists and colorful locals. That is where he snapped this wonderful portrait.

site: <http://go.dbcc.edu/photography>. **Contact:** Dan Biferie, chair. Full-range professional photography course-work and periodic workshops available. Skills: commercial, editorial, fine art. Open to all. E-mail or call for more information.

PYRENEES EXPOSURES

19, rue Jean Bart, 66190 Collioure, France. E-mail: explorerimages@yahoo.com. Web site: www.explorerimages.com. **Contact:** Martin N. Johansen, director. Cost: varies by workshop; starts at \$250 for tuition; housing and meals extra. Workshops held year round. Offers 3- to 5-day workshops and photo expeditions in the French and Spanish Pyrenees, including the Côte Vermeille, with emphasis on landscapes, wildlife and culture. Workshops and tours are limited to small groups. Open to all skill levels. Photographers should e-mail or see Web site for more information.

QUETICO PHOTO TOURS

P.O. Box 593, Atikokan ON P0T 1C0 Canada. (807)597-2621 (summer), (807)737-8196 (winter). E-mail: jdstradio.tto@canoemail.com. Web site: www.nwconx.net/~jdstradi. **Contact:** John Stradiotto, owner/operator/instructor. Cost: \$750 US; food and accommodations provided. Annual workshop/conference. Tours depart every Monday morning, May to October. "Nature photography skills, portrait photography, and telephoto work will be undertaken during a gentle wilderness tour. Guests additionally enjoy the benefits of fine outdoor food. We provide the support necessary for photographers to focus on observing nature and developing their abilities."

JEFFREY RICH WILDLIFE PHOTOGRAPHY TOURS

P.O. Box 66, Millville CA 96062. (530)547-3480. E-mail: jrich@jeffrichphoto.com. Web site: www.jeffrichphoto.com. **Contact:** Jeffrey Rich, owner. Leading wildlife photo tours in Alaska and western US since 1990: bald eagles, whales, birds, Montana babies and predators, Brazil's Pantanal, and Japan's winter wildlife. Photographers should call or e-mail for brochure.

ROCKY MOUNTAIN FIELD SEMINARS

1895 Fall River Rd., Estes Park CO 80517. (970)586-3262 or (800)748-7002. E-mail: fieldseminars@rmna.org. Web site: www.rmna.org. **Contact:** Seminar coordinator. Cost: \$75-175. Daylong and weekend seminars covering photographic techniques for wildlife and scenics in Rocky Mountain National Park. Professional instructors include David Halpern, W. Perry Conway, Don Mammoser, Glenn Randall, Allan Northcutt and Lee Kline. Call or e-mail for a free seminar catalog listing over 50 seminars.

SANTA FE WORKSHOPS

P.O. Box 9916, Santa Fe NM 87504-5916. (505)983-1400. E-mail: info@santafeworkshops.com. Web site: www.santafeworkshops.com. **Contact:** Roberta Koska, registrar. Cost: \$750-1,150 for tuition; lab fees, housing and meals extra; package prices for workshops in Mexico start at \$2,250 and include ground transportation, most meals and accommodations. Over 120 weeklong workshops encompassing all levels of photography and more than 35 5-day digital lab workshops and 12 weeklong workshops in Mexico—all led by top professional photographers. The Workshops campus is located near the historic center of Santa Fe. Call or e-mail to request a free catalog.

BARNEY SELLERS OZARK PHOTOGRAPHY WORKSHOP/FIELD TRIP

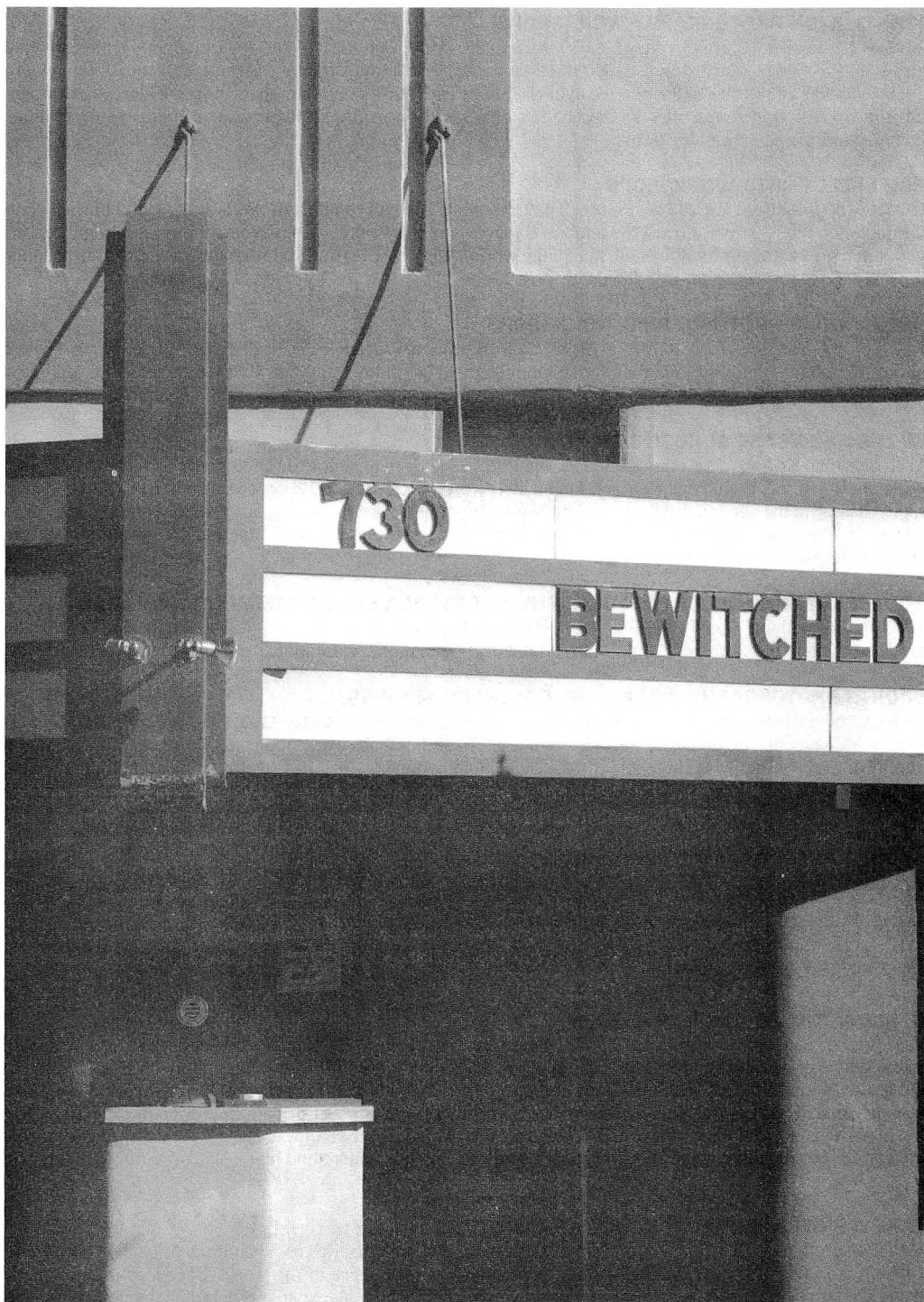
40 Kyle St., Batesville AR 72501. (870)793-4552. E-mail: barneys@ipa.net. Website: www.barnsandruralscenes.com. **Contact:** Barney Sellers, conductor, retired photojournalist after 36 years with *The Commercial Appeal*, Memphis. Cost: 1-day trip: \$50; 2-day trip: \$100. Participants furnish own food, lodging, transportation and carpool. Limited to 12 people. No slides shown. Fast-moving to improve alertness to light and outdoor subjects. Sellers also shoots.

SELLING YOUR PHOTOGRAPHY

2973 Harbor Blvd., #341, Costa Mesa CA 92626-3912. (888)713-0705. E-mail: maria@mpiscopo.com. Web site: www.mpiscopo.com. **Contact:** Maria Piscopo. Cost: \$25-100. One-day workshops cover techniques for marketing and selling photography services. Open to photographers of all skill levels. See Web site for dates and locations. Maria Piscopo is the author of *Photographer's Guide to Marketing & Self-Promotion*, 3rd edition (Allworth Press).

SELLPHOTOS.COM

Pine Lake Farm, 1910 35th Rd., Osceola WI 54020. (715)248-3800, ext. 25. Fax: (715)248-7394. E-mail: psi2@photosource.com. Web site: www.photosource.com. **Contact:** Rohn Engh. Offers half-day workshops in major cities. Marketing critique of attendees' slides follows seminar.



Michael McLane © 2006 All Rights Reserved

While taking a photo workshop at Santa Fe Workshops, Mike McLane happened upon this timeless movie marquee. "The image evokes some mystery," he says. "In what era was the image taken? Is the theater haunted? If you enter, will ghosts share their popcorn?" McLane plans to sell the image as a print and also license it as stock.

JOHN SEXTON PHOTOGRAPHY WORKSHOPS

291 Los Agrinemsors, Carmel Valley CA 93924. (831)659-3130. Fax: (831)659-5509. E-mail: info@johnsexton.com. Web site: www.johnsexton.com. **Contact:** Laura Bayless, administrative assistant. Director: John Sexton. Cost: \$800-900. Offers a selection of intensive workshops with master photographers in scenic locations throughout the US. All workshops offer a combination of instruction in the aesthetic and technical considerations involved in making expressive prints.

BOB SHELL PHOTO WORKSHOPS

P.O. Box 808, Radford VA 24141. (540)639-4393. E-mail: bob@bobshell.com. Web site: www.bobshell.com. **Contact:** Bob Shell, owner. Cost: \$750 and up. Glamour and nude photography workshops in exciting locations with top models. Taught by Bob Shell, one of the world's top glamour/nude photographers and technical editor of *Digital Camera* magazine. Full details on Web site.

SHENANDOAH PHOTOGRAPHIC WORKSHOPS

P.O. Box 54, Sperryville VA 22740. (703)937-5555. **Contact:** Frederick Figall, director. Three-day to 1-week photo workshops in the Virginia Blue Ridge foothills, held in summer and fall. Weekend workshops held year round in Washington, D.C., area.

THE SHOWCASE SCHOOL OF PHOTOGRAPHY

1135 Sheridan Rd. NE, Atlanta GA 30324. (404)965-2205. E-mail: info@theshowcaseschool.com. Web site: www.theshowcaseschool.com. **Contact:** Jan Fields, director. Cost: \$29-\$329, depending on class. Offers photography classes to the general public, including beginning camera, people photography, nature photography, and advanced Photoshop. Open to beginners and intermediate photographers. Photographers should e-mail, see Web site for more information.

SOUTHEAST MUSEUM OF PHOTOGRAPHY AT DAYTONA BEACH COMMUNITY COLLEGE

1200 W. International Speedway Blvd., Daytona Beach FL 32114. (386)506-4475. Fax: (386)506-4487. Web site: www.smponline.org. **Contact:** Kevin Miller, director. Photographic exhibitions, workshops and lecture series.

SPORTS PHOTOGRAPHY WORKSHOP: COLORADO SPRINGS, CO

Rich Clarkson & Associates LLC, 1099 18th St., Suite 1840, Denver CO 80202. (303)295-7770 or (800)745-3211. E-mail: info@richclarkson.com. Web site: www.sportsphotographyworkshop.com. **Contact:** Brett Wilhelm, administrator. Annual workshop held in June. Weeklong workshop in sports photography at the U.S. Olympic Training Center with *Sports Illustrated* and Getty Images photographers and editors. See Web site for more information.

SUMMIT PHOTOGRAPHIC WORKSHOPS

P.O. Box 67459, Scotts Valley CA 95067. (831)440-0124. E-mail: b-and-k@pacbell.net. Web site: www.summitphotographic.com. **Contact:** Barbara Brundage, owner. Cost: \$99-200 for workshops; \$1,500-6,000 for tours. Offers several workshops per year, including nature and landscape photography; wildlife photography classes; photo tours from 5 days to 3 weeks; annual tour to Alaska. Open to all skill levels. Photographers should see Web site for more information.

SYNERGISTIC VISIONS WORKSHOPS

P.O. Box 2585, Grand Junction CO 81502. Phone/fax: (970)245-6700. E-mail: steve@synvis.com. Web site: www.synvis.com. **Contact:** Steve Traudt, director. Offers a variety of digital photography classes at Western Colorado Community College, workshops and photo trips including Slot Canyons, Colorado Wildflowers, Bosque del Apache, Rock Art, Arches, Canyonlands and more. Customized private field trips in Colorado, New Mexico, Utah and Arizona. Open to all skill levels. Steve Traudt is the creator of *Hyperfocal Card*. Also available are various instructional video and CD programs on slot canyons, macro and more. Call or write for brochures, or visit Web site for more information.

TAKE A PHOTOGRAPHIC JOURNEY OF A LIFETIME

(888)676-6468. E-mail: mcast@hfmus.com. Web site: www.mentorseries.com. **Contact:** Michelle Cast. Workshops that build not only your skill as a photographer but your sense of the world around you. Enjoy many days of photo activities led by world-renown professional shooters, all experienced and charismatic photographers who will offer in-the-field advice, lectures, slide shows and reviews. "The chance of getting good photos is high because we have invested in getting great teachers and permits for private access to some cool places. Some of our upcoming destinations include Kansas, North Carolina, Montana, Vancouver, Morocco and Sweden." Open to all skill levels. Photographers should call, e-mail or see Web site for more information.

TRAVEL IMAGES

P.O. Box 2434, Eagle ID 83616. (800)325-8320. E-mail: phototours@travelimages.com. Web site: www.travelimages.com. **Contact:** John Baker, owner/guide. Small-group photo tours. Locations include US, Canada, Wales, Scotland, Ireland, England, New Zealand, Austria and Switzerland.

JOSEPH VAN OS PHOTO SAFARIS, INC.

P.O. Box 655, Vashon Island WA 98070. (206)463-5383. Fax: (206)463-5484. E-mail: info@photosafaris.com. Web site: www.photosafaris.com. **Contact:** Joseph Van Os, director. Offers over 50 different photo tours and workshops worldwide.

VIRGINIA CENTER FOR THE CREATIVE ARTS

154 San Angelo Dr., Amherst VA 24521. (434)946-7236. Fax: (434)946-7239. E-mail: aruth@vcca.com. Web site: www.vcca.com. **Contact:** Amy Allen, director of communications. The Virginia Center for the Creative Arts (VCCA) is an international working retreat for writers, visual artists and composers. Located on 450 acres in the foothills of the Blue Ridge Mountains in central Virginia, the VCCA provides residential fellowships ranging from 2 weeks to 2 months. The VCCA can accommodate 22 Fellows at a time and provides separate working and living quarters and all meals. There is 1 fully equipped b&w darkroom at the VCCA. Artists provide their own materials. Cost: \$30/day suggested contribution. VCCA application and work samples required. Photographers should call or see Web site for more information.

VISION QUEST PHOTO WORKSHOP CENTER

2370 Hendon Ave., St. Paul MN 55108-1453. (651)644-1400. Fax: (651)644-2122. E-mail: doug@beasleyphotography.com. Web site: www.beasleyphotography.com. **Contact:** Doug Beasley, director. Cost: \$295-1,995; includes food and lodging. Annual workshops held May through November. Hands-on photo workshops that emphasize content, vision and creativity over technique or gimmicks. Workshops are held in a variety of locations such as Wisconsin, Oregon, Hawaii, Ireland, Norway and Guatemala. Open to all skill levels. Photographers should call or e-mail for more information.

VISUAL ARTISTRY & FIELD MENTORSHIP PHOTOGRAPHY WORKSHOP SERIES

6408 Bonnie Brae Rd., Eldersburg MD 21784. (410)552-4664. Fax: (410)552-3332. E-mail: tony@tonysweet.com. Web site: <http://tonysweet.com>. **Contact:** Tony Sweet. Cost: \$850 for instruction; all other costs are the responsibility of participant. Five-day workshops, limit 10 participants. Formats: 35mm film; digital; xpan. Extensive personal attention and instructional slide shows. Post-workshop support and image critiques for 6 months after the workshop (for an additional fee). Frequent attendee discounts and inclement weather discounts on subsequent workshops. Dealer discounts available from major vendors. "The emphasis is to create in the participant a greater awareness of composition, subject selection, and artistic rendering of the natural world using the raw materials of nature: color, form and line." Open to intermediate and advanced photographers.

WILD WINGS PHOTO ADVENTURES

7284 Raccoon Rd., Manning SC 29102. (803)473-3414. E-mail: doug@totallyoutdoorspublishing.com. Web site: www.douggardner.com. **Contact:** Doug Gardner, founder/instructor. Cost: \$150-\$350; includes meals, lodging, guide fees and instructors. Annual workshops held various times throughout the year in North and South Carolinas: Waterfowl (Ducks, Snow Geese, Tundra Swan), Eastern Wood Ducks, Eastern Wild Turkey, and Osprey & Swamp Critters. "The purpose of Wild Wings Photo Adventures is to offer an action-packed, all-inclusive weekend of fun, fellowship, basic-to-advanced instruction on photography, as well as great opportunities to photograph 'wild' animals up close. Students will learn valuable techniques in the field with internationally recognized wildlife photographer Doug Gardner. Excellent meals and lodging are included." Open to all skill levels. Photographers should call or e-mail for more information.

WILDERNESS ALASKA

P.O. Box 113063, Anchorage AK 99511. (907)345-3567. Fax: (907)345-3967. E-mail: macgill@alaska.net. Web site: www.wildernessalaska.com. **Contact:** MacGill Adams. Offers custom photography trips featuring natural history and wildlife to small groups.

WILDERNESS PHOTOGRAPHY EXPEDITIONS

402 S. Fifth, Livingston MT 59047. (406)222-2302. Web site: tmurphywild.com. **Contact:** Tom Murphy, president. Offers programs in wildlife and landscape photography in Yellowstone National Park and special destinations.

W WILDLIFE PHOTOGRAPHY SEMINAR

Leonard Rue Enterprises, 138 Millbrook Rd., Blairstown NJ 07825. (908)362-6616. E-mail: rue@rue.com. Web site: www.rue.com. **Contact:** Barbara, program support. This is an in-depth day-long seminar covering all major aspects of wildlife photography, based on a slide presentation format with question-and-answer periods. Taught by Leonard Lee Rue III and/or Len Rue, Jr.

ROBERT WINSLOW PHOTO, INC.

P.O. Box 334, Durango CO 81302-0334. (970)259-4143. Fax: (970)259-7748. E-mail: rwinslow@mydurango.net. Web site: www.agpix.com/robertwinslow. **Contact:** Robert Winslow, president. Cost: varies depending on workshop or tour. "We conduct wildlife model workshops in totally natural settings. We also arrange and lead custom wildlife and natural history photo tours to most destinations around the world."

WOODSTOCK PHOTOGRAPHY WORKSHOPS

The Center for Photography at Woodstock, 59 Tinker St., Woodstock NY 12498. (845)679-9957. E-mail: info@cpw.org. Web site: www.cpw.org. **Contact:** Kate Menconeci, CPW program director. Cost: \$55-350. Offers annual lectures and workshops in all topics in photography from June through October. Faculty includes numerous top professionals in fine art, documentary and commercial photography. Topics include still life, landscape, portraiture, lighting, alternative processes and digital. Offers 1-, 2- and 4-day events. Free catalog available by request.

W THE HELENE WURLITZER FOUNDATION OF NEW MEXICO

218 Los Pandos, P.O. Box 1891, Taos NM 87571. (505)758-2413. E-mail: hwf@taosnet.com. **Contact:** Michael A. Knight, executive director. Offers residencies to creative, *not* interpretive, artists in all media for varying periods of time, usually 3 months, from April 1 through September 30 annually, and on a limited basis from October 1 through March 31. Deadline: January 18 for following year. Send SASE for application, or request by e-mail.

YELLOWSTONE ASSOCIATION INSTITUTE

P.O. Box 117, Yellowstone National Park WY 82190. (307)344-2294. Fax: (307)344-2485. E-mail: registrar@YellowstoneAssociation.org. Web site: www.YellowstoneAssociation.org. **Contact:** Registrar. Offers workshops in nature and wildlife photography during the summer, fall and winter. Custom courses can be arranged. Photographers should see Web site for more information.

W YOSEMITE OUTDOOR ADVENTURES

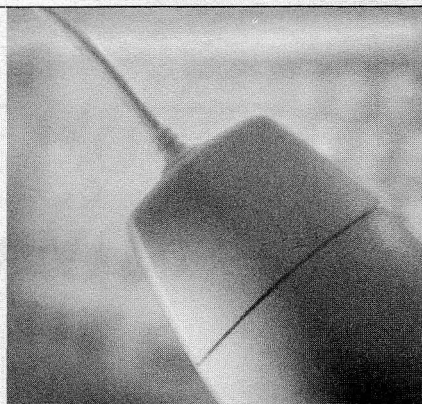
P.O. Box 230, El Portal CA 95318. (209)379-2321. E-mail: pdevine@yosemite.org. Web site: www.yosemite.org. **Contact:** Pete Devine, educational programs director. Cost: more than \$200. Offers small (8-15 people) workshops in Yosemite National Park in outdoor field photography and natural history year round. Photographers should see Web site for more information.

AIVARS ZAKIS PHOTOGRAPHER

21915 Faith Church Rd., Mason WI 54856. (715)765-4427. **Contact:** Aivars Zakis, photographer/owner. Cost: \$450. Basic photographic knowledge is required for a 3-day, intense course in nature close-up photography with 35mm, medium- or large-format cameras. Some of the subjects covered include lenses; exposure determination; lighting, including flash, films, accessories; and problem solving.

RESOURCES

Stock Photography Portals



These sites market and distribute images from multiple agencies and photographers.

AGPix www.agpix.com

Alamy www.alamy.com

Find a Photographer www.asmp.org/findaphotographer

Image Pond Publishing www.imagepond.com

Independent Photography Network (IPNStock) www.ipnstock.com

Istockpro www.istockpro.com

PhotoExposure.com www.photoexposure.com

PhotoServe www.photoserve.com

PhotoSights www.photosights.com, www.shutterstock.com

PhotoSource International www.photosource.com

Portfolios.com www.portfolios.com

Shutterpoint Photography www.shutterpoint.com

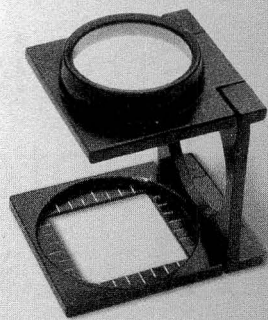
Stock Artists Alliance www.stockartistsalliance.org

Veer www.veer.com

Workbook Stock www.workbook.com

RESOURCES

Portfolio Review Events



Portfolio review events provide photographers the opportunity to show their work to a variety of photo buyers including photo editors, publishers, art directors, gallery representatives, curators and collectors.

Art Director's Club, International Annual Awards Exhibition, New York City, www.adcglobal.org

Center for Photography at Woodstock, New York City, www.cpw.org

Festival of Light International Directory of Photography Festivals, an international collaboration of 16 countries and 22 photography festivals, www.festivaloflight.net

Fotofest, March, Houston TX, www.fotofest.org. Biennial—held in even-numbered years.

Fotofusion, January, Delray Beach FL, www.fotofusion.org

Photo LA, January, Los Angeles CA, www.photola.com. Also includes Photo San Francisco and Photo New York.

Photo San Francisco, July, San Francisco CA, www.photosanfrancisco.net

Photolucida March, Portland OR, www.photolucida.org. Biennial—held in odd-numbered years.

The Print Center, events held throughout the year, Philadelphia PA, www.printcenter.org

Review Santa Fe, July, Santa Fe NM, www.sfcg.org. The only juried portfolio review event.

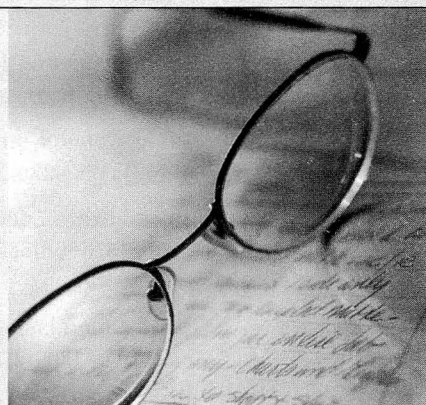
Rhubarb-Rhubarb, July, Birmingham UK, www.rhubarb-rhubarb.net

Society for Photographic Education National Conference, March, different location each year, www.spenational.org

RESOURCES

Grants

State, Provincial & Regional



Arts councils in the United States and Canada provide assistance to artists (including photographers) in the form of fellowships or grants. These grants can be substantial and confer prestige upon recipients; however, **only state or province residents are eligible**. Because deadlines and available support vary annually, query first (with a SASE) or check Web sites for guidelines.

UNITED STATES ARTS AGENCIES

Alabama State Council on the Arts, 201 Monroe St., Montgomery AL 36130-1800. (334)242-4076. E-mail: staff@arts.alabama.gov. Web site: www.arts.state.al.us.

Alaska State Council on the Arts, 411 W. Fourth Ave., Suite 1-E, Anchorage AK 99501-2343. (907)269-6610 or (888)278-7424. E-mail: aksca_info@eed.state.ak.us. Web site: www.educ.state.ak.us/aksca.

Arizona Commission on the Arts, 417 W. Roosevelt, Phoenix AZ 85003. (602)255-5882. E-mail: info@ArizonaArts.org. Web site: www.ArizonaArts.org.

Arkansas Arts Council, 1500 Tower Bldg., 323 Center St., Little Rock AR 72201. (501)324-9766. E-mail: info@arkansasarts.com. Web site: www.arkansasarts.com.

California Arts Council, 1300 I St., Suite 930, Sacramento CA 95814. (916)322-6555 or (800)201-6201. Web site: www.cac.ca.gov.

Colorado Council on the Arts, 1380 Lawrence St., Suite 1200, Denver CO 80204. (303)866-2723. E-mail: coloarts@state.co.us. Web site: www.coloarts.state.co.us.

Connecticut Commission on Culture & Tourism, Arts Division, 1 Financial Plaza, 755 Main St., Hartford CT 06103. (860)256-2800. Web site: www.cultureandtourism.org.

Delaware Division of the Arts, Carvel State Office Bldg., 820 N. French St., 4th Floor, Wilmington DE 19801. (302)577-8278 (New Castle County) or (302)739-5304 (Kent or Sussex Counties). E-mail: delarts@state.de.us. Web site: www.artsdel.org.

District of Columbia Commission on the Arts & Humanities, 410 Eighth St. NW, 5th Floor, Washington DC 20004. (202)724-5613. E-mail: cah@dc.gov. Web site: <http://dcarts.dc.gov>.

Florida Arts Council, Division of Cultural Affairs, Florida Dept. of State, 1001 DeSoto Park Dr., Tallahassee FL 32301. (850)245-6470. E-mail: info@florida-arts.org. Web site: www.florida-arts.org.

- Georgia Council for the Arts**, 260 14th St. NW, Suite 401, Atlanta GA 30318. (404)685-2787. E-mail: gaarts@gaarts.org. Web site: www.gaarts.org.
- Guam Council on the Arts & Humanities Agency**, P.O. Box 2950, Hagatna GU 96932. (671)475-4226. E-mail: kaha1@kuentos.guam.net. Web site: www.guam.net/gov/kaha.
- Hawaii State Foundation on Culture & the Arts**, 250 S. Hotel St., 2nd Floor, Honolulu HI 96813. (808)586-0300. E-mail: ken.hamilton@hawaii.gov/sfca. Web site: www.state.hi.us/sfca.
- Idaho Commission on the Arts**, 2410 N. Old Penitentiary Rd., Boise ID 83712. (208)334-2119 or (800)278-3863. E-mail: info@arts.idaho.gov. Web site: www.arts.idaho.gov.
- Illinois Arts Council**, James R. Thompson Center, 100 W. Randolph, Suite 10-500, Chicago IL 60601. (312)814-6750. E-mail: info@arts.state.il.us. Web site: www.state.il.us/agency/iac.
- Indiana Arts Commission**, 150 W. Market St., #618, Indianapolis IN 46204. (317)232-1268. E-mail: IndianaArtsCommission@iac.in.gov. Web site: www.in.gov/arts.
- Iowa Arts Council**, 600 E. Locust, Des Moines IA 50319-0290. (515)281-6412. Web site: www.iowaartscouncil.org.
- Kansas Arts Commission**, 700 SW Jackson, Suite 1004, Topeka KS 66603-3761. (785)296-3335. E-mail: KAC@arts.state.ks.us. Web site: http://arts.state.ks.us.
- Kentucky Arts Council**, Old Capitol Annex, 300 W. Broadway, Frankfort KY 40601-1980. (502)564-3757 or (888)833-2787. E-mail: kyarts@ky.gov. Web site: www.kyarts.org.
- Louisiana Division of the Arts**, P.O. Box 44247, Baton Rouge LA 70804-4247. (225)342-8180. E-mail: arts@crt.state.la.us. Web site: www.crt.state.la.us/arts.
- Maine Arts Commission**, 25 State House Station, 193 State St., Augusta ME 04333-0025. (207)287-2724. E-mail: MaineArts.info@maine.gov. Web site: www.mainearts.com.
- Maryland State Arts Council**, 175 W. Ostend St., Suite E, Baltimore MD 21230. (410)767-6555. E-mail: msac@msac.org. Web site: www.msac.org.
- Massachusetts Cultural Council**, 10 St. James Ave., 3rd Floor, Boston MA 02116-3803. (617)727-3668. E-mail: web@art.state.ma.us. Web site: www.massculturalcouncil.org.
- Michigan Council for Arts & Cultural Affairs**, 702 W. Kalamazoo St., P.O. Box 30705, Lansing MI 48909-8205. (517)241-4011. E-mail: artsinfo@michigan.gov. Web site: www.michigan.gov/hal/0,1607,7-160-17445_19272---,00.html.
- Minnesota State Arts Board**, Park Square Court, 400 Sibley St., Suite 200, St. Paul MN 55101-1928. (651)215-1600 or (800)866-2787. E-mail: msab@arts.state.mn.us. Web site: www.arts.state.mn.us.
- Mississippi Arts Commission**, 239 N. Lamar St., Suite 207, Jackson MS 39201. (601)359-6030. Web site: www.arts.state.ms.us.
- Missouri Arts Council**, Wainwright State Office Complex, 111 N. Seventh St., Suite 105, St. Louis MO 63101-2188. (314)340-6845 or (866)407-4752. E-mail: moarts@ded.mo.gov. Web site: www.missouriartscouncil.org.
- Montana Arts Council**, 316 N. Park Ave., Suite 252, Helena MT 59620-2201. (406)444-6430. E-mail: mac@mt.gov. Web site: www.art.state.mt.us.

- National Assembly of State Arts Agencies**, 1029 Vermont Ave. NW, 2nd Floor, Washington DC 20005. (202)347-6352. E-mail: nasaa@nasaa-arts.org. Web site: www.nasaa-arts.org.
- Nebraska Arts Council**, Joslyn Castle Carriage House, 3838 Davenport St., Omaha NE 68131. (402)595-2122 or (800)341-4067. Web site: www.nebraskaartscouncil.org.
- Nevada Arts Council**, 716 N. Carson St., Suite A, Carson City NV 89701. (775)687-6680. E-mail: jcouncil@clan.lib.nv.us. Web site: <http://dmla.clan.lib.nv.us/docs/arts>.
- New Hampshire State Council on the Arts**, 2½ Beacon St., 2nd Floor, Concord NH 03301-4974. (603)271-2789. Web site: www.nh.gov/nharts.
- New Jersey State Council on the Arts**, 225 W. State St., P.O. Box 306, Trenton NJ 08625. (609)292-6130. Web site: www.njartscouncil.org.
- New Mexico Arts**, Dept. of Cultural Affairs, P.O. Box 1450, Santa Fe NM 87504-1450. (505)827-6490 or (800)879-4278. Web site: www.nmarts.org.
- New York State Council on the Arts**, 175 Varick St., New York NY 10014. (212)627-4455. Web site: www.nysca.org.
- North Carolina Arts Council**, Dept. of Cultural Resources, Raleigh NC 27699-4632. (919)733-2111. E-mail: ncarts@ncmail.net. Web site: www.ncarts.org.
- North Dakota Council on the Arts**, 1600 E. Century Ave., Suite 6, Bismarck ND 58503. (701)328-7590. E-mail: comserv@state.nd.us. Web site: www.state.nd.us/arts.
- Commonwealth Council for Arts and Culture**, (Northern Mariana Islands), P.O. Box 5553, CHRB, Saipan MP 96950. (670)322-9982 or (670)322-9983. E-mail: galaidi@vzpacific.net. Web site: www.geocities.com/ccacarts/ccacwebsite.html.
- Ohio Arts Council**, 727 E. Main St., Columbus OH 43205-1796. (614)466-2613. Web site: www.oac.state.oh.us.
- Oklahoma Arts Council**, P.O. Box 52001-2001, Oklahoma City OK 73152-2001. (405)521-2931. E-mail: okarts@arts.state.ok.gov. Web site: www.arts.state.ok.us.
- Oregon Arts Commission**, 775 Summer St. NE, Suite 200, Salem OR 97301-1284. (503)986-0082. E-mail: oregon.artscomm@state.or.us. Web site: www.oregonartscommission.org.
- Pennsylvania Council on the Arts**, Room 216, Finance Bldg., Harrisburg PA 17120. (717)787-6883. Web site: www.pacouncilonthearts.org.
- Institute of Puerto Rican Culture**, P.O. Box 9024184, San Juan PR 00902-4184. (787)724-0700. E-mail: www@icp.gobierno.pr. Web site: www.icp.gobierno.pr.
- Rhode Island State Council on the Arts**, One Capitol Hill, 3rd Floor, Providence RI 02908. (401)222-3880. E-mail: info@arts.ri.gov. Web site: www.arts.ri.gov.
- American Samoa Council on Culture**, Arts and Humanities, P.O. Box 1540, Office of the Governor, Pago Pago AS 96799. (684)633-4347.
- South Carolina Arts Commission**, 1800 Gervais St., Columbia SC 29201. (803)734-8696. E-mail: goldsta@arts.state.sc.us. Web site: www.state.sc.us/arts.
- South Dakota Arts Council**, 800 Governors Dr., Pierre SD 57501. (605)773-3131. E-mail: sdac@state.sd.us. Web site: www.state.sd.us/deca/sdarts.
- Tennessee Arts Commission**, Citizens Plaza Bldg., 401 Charlotte Ave., Nashville TN 37243-0780. (615)741-1701. Web site: www.arts.state.tn.us.

Texas Commission on the Arts, P.O. Box 13406, Austin TX 78711-3406. (512)463-5535. E-mail: front.desk@arts.state.tx.us. Web site: www.arts.state.tx.us.

Utah Arts Council, 617 E. South Temple, Salt Lake City UT 84102. (801)236-7555. Web site: <http://arts.utah.gov>.

Vermont Arts Council, 136 State St., Drawer 33, Montpelier VT 05633-6001. (802)828-3291. E-mail: info@vermontartscouncil.org. Web site: www.vermontartscouncil.org.

Virgin Islands Council on the Arts, 41-42 Norre Gade, St. Thomas VI 00802. (340)774-5984. E-mail: adagio@islands.vi. Web site: <http://vicouncilonarts.org>.

Virginia Commission for the Arts, Lewis House, 223 Governor St., 2nd Floor, Richmond VA 23219. (804)225-3132. E-mail: arts@arts.virginia.gov. Web site: www.arts.state.va.us.

Washington State Arts Commission, 711 Capitol Way S., Suite 600, P.O. Box 42675, Olympia WA 98504-2675. (360)753-3860. E-mail: info@arts.wa.gov. Web site: www.arts.wa.gov.

West Virginia Commission on the Arts, The Cultural Center, 1900 Kanawha Blvd. E., Charleston WV 25305. (304)558-0240. Web site: www.wvculture.org/arts.

Wisconsin Arts Board, 101 E. Wilson St., 1st Floor, Madison WI 53702. (608)266-0190. E-mail: artsboard@arts.state.wi.us. Web site: www.arts.state.wi.us.

Wyoming Arts Council, 2320 Capitol Ave., Cheyenne WY 82002. (307)777-7742. E-mail: ebtratt@state.wy.us. Web site: <http://wyoarts.state.wy.us>.

CANADIAN PROVINCES ARTS AGENCIES

Alberta Foundation for the Arts, 901 Standard Life Centre, 10405 Jasper Ave., Edmonton AB T5J 4R7. Web site: www.cd.gov.ab.ca/all_about_us/commissions/arts.

British Columbia Arts Council, P.O. Box 9819, Stn. Prov. Govt., Victoria BC V8W 9W3. (250)356-1718. E-mail: BCArtsCouncil@gems2.gov.bc.ca. Web site: www.bcartscouncil.ca.

The Canada Council for the Arts, 350 Albert St., P.O. Box 1047, Ottawa ON K1P 5V8. (613)566-4414 or (800)263-558 (within Canada). Web site: www.canadacouncil.ca.

Manitoba Arts Council, 525-93 Lombard Ave., Winnipeg MB R3B 3B1. (204)945-2237. E-mail: info@artscouncil.mb.ca. Web site: www.artscouncil.mb.ca.

New Brunswick Arts Board (NBAB), 634 Queen St., Suite 300, Fredericton NB E3B 1C2. (866)460-2787. Web site: www.artsnb.ca.

Newfoundland & Labrador Arts Council, P.O. Box 98, St. John's NL A1C 5H5. (709)726-2212 or (866)726-2212. E-mail: nlacmail@nfld.net. Web site: www.nlac.nf.ca.

Nova Scotia Arts and Culture Partnership Council, Culture Division, 1800 Argyle St., Suite 402, Halifax NS B3J 2R5. (902)424-4442. E-mail: cultaffs@gov.ns.ca. Web site: www.gov.ns.ca/dtc/culture.

Ontario Arts Council, 151 Bloor St. W., 5th Floor, Toronto ON M5S 1T6. (416)961-1660. E-mail: info@arts.on.ca. Web site: www.arts.on.ca.

Prince Edward Island Council of the Arts, 115 Richmond St., Charlottetown PE C1A 1H7. (902)368-4410. E-mail: info@peiartscouncil.com. Web site: www.peiartscouncil.com.

Quebec Council for Arts & Literature, 79 boul. René-Lévesque Est, 3e étage, Québec QC

G1R 5N5. (418)643-1707 or (800)897-1707. E-mail: info@calq.gouv.qc.ca. Web site: www.calq.gouv.qc.ca.

The Saskatchewan Arts Board, 2135 Broad St., Regina SK S4P 1Y6. (306)787-4056. E-mail: sab@artsboard.sk.ca. Web site: www.artsboard.sk.ca.

Yukon Arts Section, Cultural Services Branch, Dept. of Tourism & Culture, Government of Yukon, Box 2703, Whitehorse YT Y1A 2C6. (867)667-8589. E-mail: arts@gov.yk.ca. Web site: www.btc.gov.yk.ca/cultural/arts.

REGIONAL GRANTS AND AWARDS

The following opportunities are arranged by state since most of them grant money to artists in a particular geographic region. Because deadlines vary annually, check Web sites or call for the most up-to-date information. Note: not all states are listed; see the list of state and provincial arts agencies on page 463 for state-sponsored arts councils.

California

Flintridge Foundation Awards for Visual Artists, 1040 Lincoln Ave., Suite 100, Pasadena CA 91103. (626)449-0839 or (800)303-2139. Fax: (626)585-0011. Web site: www.flintridgefoundation.org. *For artists in California, Oregon and Washington only.*

James D. Phelan Award in Photography, Kala Art Institute, Don Porcella, 1060 Heinz Ave., Berkeley CA 94710. (510)549-6914. Web site: www.kala.org. *For artists born in California only.*

Connecticut

Martha Boschen Porter Fund, Inc., 145 White Hallow Rd., Sharon CT 06064. *For artists in northwestern Connecticut, western Massachusetts and adjacent areas of New York (except New York City).*

Idaho

Betty Bowen Memorial Award, % Seattle Art Museum, 100 University St., Seattle WA 98101. (206)654-3131. Web site: www.seattleartmuseum.org/bettybowen/. *For artists in Washington, Oregon and Idaho only.*

Illinois

Illinois Arts Council, Artists Fellowship Program, James R. Thompson Center, 100 W. Randolph, Suite 10-500, Chicago IL 60601. (312)814-6750. Web site: www.state.il.us/agency/iac/Guidelines/guidelines.htm. *For Illinois artists only.*

Kentucky

Kentucky Foundation for Women Grants Program, 1215 Heyburn Bldg., 332 W. Broadway, Louisville KY 40202. (502)562-0045. Web site: www.kfw.org/grants.html. *For female artists living in Kentucky only.*

Massachusetts

See Martha Boschen Porter Fund, Inc., under Connecticut.

Minnesota

McKnight Photography Fellowships Program, University of Minnesota Dept. of Art, Regis Center for Art, E-201, 405 21st Ave. S., Minneapolis MN 55455. (612)626-9640. Web site: www.mcknightphoto.umn.edu. *For Minnesota artists only.*

New York

A.I.R. Gallery Fellowship Program, 511 W. 25th St., Suite 301, New York NY 10001. (212)255-6651. E-mail: info@airnyc.org. Web site: www.airnyc.org. *For female artists from New York City metro area only.*

Arts & Cultural Council for Greater Rochester, 277 N. Goodman St., Rochester NY 14607. (585)473-4000. Web site: www.artsrochester.org.

Constance Saltonstall Foundation for the Arts Grants and Fellowships, P.O. Box 6607, Ithaca NY 14851 (include SASE). (607)277-4933. E-mail: info@saltonstall.org. Web site: www.saltonstall.org. *For artists in the central and western counties of New York.*

New York Foundation for the Arts: Artists' Fellowships, 155 Avenue of the Americas, 14th Floor, New York NY 10013-1507. (212)366-6900, ext. 217. E-mail: nyfaafp@nyfa.org. Web site: www.nyfa.org/artists_fellowships/. *For New York artists only.*

Oregon

See Flintridge Foundation Awards for Visual Artists, under California.

Pennsylvania

Leeway Foundation—Philadelphia, Pennsylvania Region, 123 S. Broad St., Suite 2040, Philadelphia PA 19109. (215)545-4078. E-mail: info@leeway.org. Web site: www.leeway.org. *For female artists in Philadelphia only.*

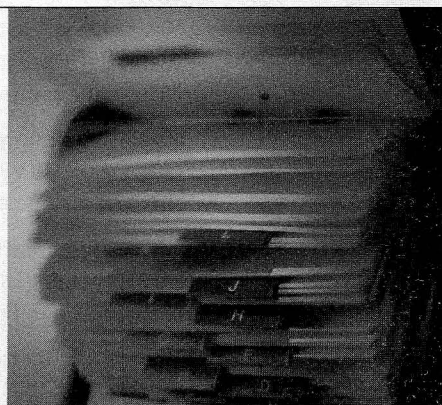
Texas

Individual Artist Grant Program—Houston, Texas, Cultural Arts Council of Houston and Harris County, 3201 Allen Pkwy., Suite 250, Houston TX 77019-1800. (713)527-9330. E-mail: info@cachh.org. Web site: www.cachh.org. *For Houston artists only.*

Washington

See Flintridge Foundation Awards for Visual Artists, under California.

Professional Organizations



Advertising Photographers of America, National, 28 E. Jackson, Bldg. #10-A855, Chicago IL 60604-2263. (800)272-6264. E-mail: office@apanational.com. Web site: www.apanational.com.

Advertising Photographers of America, Atlanta, P.O. Box 20471, Atlanta GA 30325. (888)889-7190, ext. 50. E-mail: info@apaatlanta.com. Web site: www.apaatlanta.com.

Advertising Photographers of America, Los Angeles, 5455 Wilshire Blvd., Suite 1709, Los Angeles CA 90036. (323)933-1631. Fax: (323)933-9209. E-mail: office@apa-la.org. Web site: www.apa-la.org.

Advertising Photographers of America, Midwest, 28 E. Jackson, Bldg. #10-A855, Chicago IL 60604. (877)890-7375. E-mail: ceo@apa-m.com. Web site: www.apamidwest.com.

Advertising Photographers of America, New York, 27 W. 20th St., Suite 601, New York NY 10011. (212)807-0399. Fax: (212)727-8120. E-mail: info@apany.com. Web site: www.apany.com.

Advertising Photographers of America, San Diego, P.O. Box 84241, San Diego CA 92138. (619)417-2150. E-mail: membership@apasd.org. Web site: www.apasd.org.

Advertising Photographers of America, San Francisco, 560 Fourth St., San Francisco CA 94107. (415)882-9780. Fax: (415)882-9781. E-mail: info@apasf.com. Web site: www.apasf.com.

American Society of Media Photographers (ASMP), 150 N. Second St., Philadelphia PA 19106. (215)451-2767. Fax: (215)451-0880. Web site: www.asmp.org.

American Society of Picture Professionals (ASPP), 409 S. Washington St., Alexandria VA 22314. Phone/fax: (703)299-0219. Web site: www.aspp.com.

The Association of Photographers, 81 Leonard St., London EC2A 4QS United Kingdom. (44)(207)739-6669. Fax: (44)(207)739-8707. E-mail: general@aophoto.co.uk. Web site: www.the-aop.org.

British Association of Picture Libraries and Agencies, 18 Vine Hill, London EC1R 5DZ United Kingdom. (44)(207)713-1780. Fax: (44)(207)713-1211. E-mail: enquiries@bapla.org.uk. Web site: www.bapla.org.uk.

British Institute of Professional Photography (BIPP), Fox Talbot House, 2 Amwell End,

Ware, Hertsfordshire SG12 9HN United Kingdom. (44)(192)046-4011. Fax: (44)(192)048-7056. E-mail: info@bipp.com. Web site: www.bipp.com

Canadian Association of Journalists, Algonquin College, 1385 Woodroffe Ave., B224, Ottawa ON K2G 1V8 Canada. (613)526-8061. Fax: (613)521-3904. E-mail: caj@igs.net. Web site: www.eagle.ca/caj.

Canadian Association of Photographers & Illustrators in Communications, The Case Goods Building, Suite 302, 55 Mill St., Toronto ON M5A 3C4 Canada. (416)462-3677. Fax: (416)462-9570. E-mail: info@capic.org. Web site: www.capic.org.

Canadian Association for Photographic Art, 31858 Hopedale Ave., Clearbrook BC V2T 2G7 Canada. (604)855-4848. Fax: (604)855-4824. E-mail: capa@capacanada.ca. Web site: www.capacanada.ca.

The Center for Photography at Woodstock (CPW), 59 Tinker St., Woodstock NY 12498. (845)679-9957. Fax: (845)679-6337. E-mail: info@cpw.org. Web site: www.cpw.org.

Evidence Photographers International Council (EPIC), 600 Main St., Honesdale PA 18431. (800)356-3742. E-mail: EPICheadquarters@verizon.net. Web site: www.epic-photo.org.

International Association of Panoramic Photographers, 8855 Redwood St., Las Vegas NV 89139. (702)260-4608. E-mail: iappsecretary@aol.com. Web site: www.panoramicassociation.org.

International Center of Photography (ICP), 1133 Avenue of the Americas at 43rd St., New York NY 10036. (212)857-0000. E-mail: info@icp.org. Web site: www.icp.org.

The Light Factory (TLF), Spirit Square, Suite 211, 345 N. College St., Charlotte NC 28202. (704)333-9755. E-mail: info@lightfactory.org. Web site: www.lightfactory.org.

National Press Photographers Association (NPPA), 3200 Croasdaile Dr., Suite 306, Durham NC 27705. (919)383-7246. Fax: (919)383-7261. E-mail: info@nppa.org. Web site: www.nppa.org.

North American Nature Photography Association (NANPA), 10200 W. 44th Ave., Suite 304, WheatRidge CO 80033-2840. (303)422-8527. Fax: (303)422-8894. E-mail: info@nanpa.org. Web site: www.nanpa.org.

Photo Marketing Association International, 3000 Picture Place, Jackson MI 49201. (517)788-8100. Fax: (517)788-8371. E-mail: PMA_Information_Central@pmai.org. Web site: www.pmai.org.

Photographic Society of America (PSA), 3000 United Founders Blvd., Suite 103, Oklahoma City OK 73112-3940. (405)843-1437. Fax: (405)843-1438. E-mail: hq@psa-photo.org. Web site: www.psa-photo.org.

Picture Archive Council of America (PACA). (949)460-4531. Fax: (949)460-4532. E-mail: pacnews@pacoffice.org. Web site: www.stockindustry.org.

Professional Photographers of America (PPA), 229 Peachtree St. NE, Suite 2200, Atlanta GA 30303. (404)522-8600. Fax: (404)614-6400. E-mail: csc@ppa.com. Web site: www.ppa.com.

Professional Photographers of Canada (PPOC), 371 Dundas St., Woodstock ON N4S 1B6 Canada. (519)537-2555. Fax: (519)537-5573. E-mail: ppoc@rogers.com. Web site: www.poc.ca.

The Royal Photographic Society, Fenton House, 122 Wells Rd., Bath BA2 3AH United Kingdom. (44)(122)546-2841. Fax: (44)(122)544-8688. E-mail: reception@rps.org. Web site: www.rps.org.

Society for Photographic Education, 126 Peabody, The School of Interdisciplinary Studies, Miami University, Oxford OH 45056. (513)529-8328. Fax: (513)529-9301. E-mail: speoffice@spenational.org. Web site: www.spenational.org.

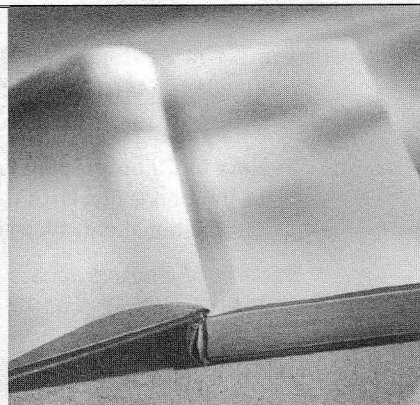
Society of Photographers and Artists Representatives (SPAR), 60 E. 42nd St., Suite 1166, New York NY 10165. E-mail: info@spar.org. Web site: www.spar.org.

Volunteer Lawyers for the Arts, 1 E. 53rd St., 6th Floor, New York NY 10022. (212)319-2787, ext. 1. Fax: (212)752-6575. Web site: www.vlany.org.

Wedding & Portrait Photographers International (WPPI), P.O. Box 2003, 1312 Lincoln Blvd., Santa Monica CA 90406. (310)451-0090. Fax: (310)395-9058. Web site: www.wppionline.com/index2.tml.

White House News Photographers' Association (WHNPA), 7119 Ben Franklin Station, Washington DC 20044-7119. Web site: www.whnpa.org.

Publications



PERIODICALS

Advertising Age, Crain Communications, 711 Third Ave., New York NY 10017-4036. (212)210-0100. Web site: www.adage.com. Weekly magazine covering marketing, media and advertising.

Adweek, VNU Business Publications, 770 Broadway, New York NY 10003. (646)654-5421. Fax: (646)654-5365. E-mail: info@adweek.com. Web site: www.adweek.com. Weekly magazine covering advertising agencies.

AGPix Marketing Report, AG Editions, P.O. Box 31, Village Station, New York NY 10014. (800)727-9593. Fax: (646)349-2772. E-mail: office@agpix.com. Web site: www.agpix.com. Market tips newsletter published monthly online and via e-mail.

American Photo, 1633 Broadway, 43rd Floor, New York NY 10019. (212)767-6000. Web site: www.americanphotomag.com. Monthly magazine emphasizing the craft and philosophy of photography.

Art Calendar, P.O. Box 2675, Salisbury MD 21802. (410)749-9625. Fax: (410)749-9626. E-mail: info@ArtCalendar.com. Web site: www.artcalendar.com. Monthly magazine listing galleries reviewing portfolios, juried shows, percent-for-art programs, scholarships and art colonies.

ASMP Bulletin, 150 N. Second St., Philadelphia PA 19106. (215)451-2767. Fax: (215)451-0880. Web site: www.asmp.org. Newsletter of the American Society of Media Photographers published 5 times/year. Subscription with membership.

Communication Arts, 110 Constitution Dr., Menlo Park CA 94025. (650)326-6040. Fax: (650)326-1648. Web site: www.commarts.com. Trade journal for visual communications.

Editor & Publisher, VNU Business Publications, 770 Broadway, New York NY 10003-9595. (800)336-4380 or (646)654-5270. Fax: (646)654-5370. Web site: www.editorandpublisher.com. Monthly magazine covering latest developments in journalism and newspaper production. Publishes an annual directory issue listing syndicates and another directory listing newspapers.

Folio, Red 7 Media, LLC, 33 S. Main St., Norwalk CT 06854. (203)854-6730. Fax: (203)854-6735. Web site: www.foliomag.com. Monthly magazine featuring trends in magazine circulation, production and editorial.

Graphis, 307 Fifth Ave., 10th Floor, New York NY 10016. (212)532-9387. Fax: (212)213-3229. E-mail: info@graphis.com. Web site: www.graphis.com. Magazine for the visual arts. Starting with issue #357 (2006), *Graphis* will be split into 3 separate journals: design, advertising and photography.

HOW, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.howdesign.com. Bimonthly magazine for the design industry.

News Photographer, 6677 Whitemarsh Valley Walk, Austin TX 78746-6367. (919)383-7246. Fax: (919)383-7261. E-mail: magazine@nppa.org. Web site: www.nppa.org. Monthly news tabloid published by the National Press Photographers Association. Subscription with membership.

Outdoor Photographer, Werner Publishing, 12121 Wilshire Blvd., 12th Floor, Los Angeles CA 90025-1176. (310)820-1500. Fax: (310)826-5008. Web site: www.outdoorphotographer.com. Monthly magazine emphasizing equipment and techniques for shooting in outdoor conditions.

Photo District News, VNU Business Publications, 770 Broadway, 7th Floor, New York NY 10003. (646)654-5780. Fax: (646)654-5813. Web site: www.pdn-pix.com. Monthly magazine for the professional photographer.

Photosource International, Pine Lake Farm, 1910 35th Rd., Osceola WI 54020-5602. (800)624-0266, ext. 21. E-mail: info@photosource.com. Web site: www.photosource.com. This company publishes several helpful newsletters, including *PhotoLetter*, *PhotoDaily* and *PhotoStockNotes*.

Popular Photography & Imaging, Hachette Filipacchi Media, 1633 Broadway, New York NY 10019. (212)767-6000. Fax: (212)767-5602. Web site: www.popphoto.com. Monthly magazine specializing in technical information for photography.

Print, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. E-mail: info@printmag.com. Web site: www.printmag.com. Bimonthly magazine focusing on creative trends and technological advances in illustration, design, photography and printing.

Professional Photographer, Professional Photographers of America (PPA), 229 Peachtree St. NE, Suite 2200, Atlanta GA 30303. (404)522-8600. Fax: (404)614-6400. E-mail: csc@ppa.com. Web site: www.ppa.com. Monthly magazine emphasizing technique and equipment for working photographers.

Publishers Weekly, Reed Business Information, 360 Park Ave. S., New York NY 10010. (646)746-6758. Fax: (646)746-6631. Web site: www.publishersweekly.com. Weekly magazine covering industry trends and news in book publishing; includes book reviews and interviews.

Rangefinder, P.O. Box 1703, 1312 Lincoln Blvd., Santa Monica CA 90406. (310)451-8506. Fax: (310)395-9058. Web site: www.rangefindermag.com. Monthly magazine covering photography technique, products and business practices.

Selling Stock, 110 Frederick Ave., Suite A, Rockville MD 20850. (301)251-0720. Fax: (301)309-0941. E-mail: sellingstock@chd.com. Web site: www.pickphoto.com. Newsletter for stock photographers; includes coverage of trends in business practices such as pricing and contract terms.

Shutterbug, Primedia, 1419 Chaffee Dr., Suite 1, Titusville FL 32780. (321)269-3212. Fax: (321)225-3149. Web site: www.shutterbug.net. Monthly magazine of photography news and equipment reviews.

Studio Photography (formerly *Studio Photography & Design*), Cygnus Business Media, 3 Huntington Quadrangle, Suite 301N, Melville NY 11747. (631)845-2700. Fax: (631)845-7109. Web site: www.imaginginfo.com/spd/. Monthly magazine showcasing professional photographers. Also provides guides, tips and tutorials.

BOOKS & DIRECTORIES

Adweek Agency Directory, VNU Business Publications, 770 Broadway, New York NY 10003. (646)654-5421. E-mail: info@adweek.com. Web site: www.adweek.com. Annual directory of advertising agencies in the U.S.

Adweek Brand Directory, VNU Business Publications, 770 Broadway, New York NY 10003. (646)654-5421. E-mail: info@adweek.com. Web site: www.adweek.com. Directory listing top 2,000 brands, ranked by media spending.

AGPix Print, AG Editions, P.O. Box 31, Village Station, New York NY 10014. (800)727-9593. Fax: (646)349-2772. E-mail: office@agpix.com. Web site: www.agpix.com. Directory of AGPix members listing their contact information and an index of their specialties.

ASMP Copyright Guide for Photographers, American Society of Media Photographers, 150 N. Second St., Philadelphia PA 19106. (215)451-2767. Fax: (215)451-0880. Web site: www.asmp.org.

ASMP Professional Business Practices in Photography, 6th Edition, American Society of Media Photographers, 150 N. Second St., Philadelphia PA 19106. (215)451-2767. Fax: (215)451-0880. Web site: www.asmp.org. Handbook covering all aspects of running a photography business.

Bacon's Media Directories, 332 S. Michigan Ave., Chicago IL 60604. (312)922-2400. Web site: www.bacons.com.

The Big Picture: The Professional Photographer's Guide to Rights, Rates & Negotiation, by Lou Jacobs, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Essential information on understanding contracts, copyrights, pricing, licensing and negotiation.

Business and Legal Forms for Photographers, 3rd Edition, by Tad Crawford, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. Negotiation book with 28 forms for photographers.

The Business of Commercial Photography, by Ira Wexler, Amphoto Books, Watson-Guptill Publications, 770 Broadway, New York NY 10003. (800)278-8477. E-mail: info@watsonguptill.com. Web site: <http://amphotobooks.com>. Comprehensive career guide including interviews with 30 leading commercial photographers.

The Business of Studio Photography, Revised Edition, by Edward R. Lilley, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. A complete guide to starting and running a successful photography studio.

Children's Writers & Illustrator's Market, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Annual directory including photo needs of book publishers, magazines and multimedia producers in the children's publishing industry.

Creative Black Book, 740 Broadway, 2nd Floor, New York NY 10003. (800)841-1246. Fax: (212)673-4321. Web site: www.blackbook.com. Sourcebook used by photo buyers to find photographers.

Direct Stock, P.O. Box 482, Cornwall NY 02518-0482. Fax: (845)497-5003. Web site: www.directstock.com. Sourcebook used by photo buyers to find photographers.

Fresh Ideas in Promotion 2, by Betsy Newberry, North Light Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.artistsnetwork.com/nlbooks. Idea book of self-promotions.

How to Shoot Stock Photos That Sell, 3rd Edition, by Michal Heron, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. Comprehensive guide to producing, marketing and selling stock photos.

How You Can Make \$25,000 a Year With Your Camera, by Larry Cribb, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Newly revised edition of the popular book on finding photo opportunities in your own hometown.

LA 411, 411 Publishing, 5700 Wilshire Blvd., Suite 120, Los Angeles CA 90036. (800)545-2411. Fax: (323)965-2052. Web site: www.la411.com. Music industry guide, including record labels.

Legal Guide for the Visual Artist, 4th Edition, by Tad Crawford, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. The author, an attorney, offers legal advice for artists and includes forms dealing with copyright, sales, taxes, etc.

Literary Market Place, Information Today, 143 Old Marlton Pike, Medford NJ 08055-8750. (800)300-9868. Fax: (609)654-4309. E-mail: custserv@infotoday.com. Web site: www.infotoday.com or www.literarymarketplace.com. Directory that lists book publishers and other book publishing industry contacts.

Marketing Guidebook for Photographers, by Mary Virginia Swanson, available through her Web site (www.mvswanson.com) or by calling (520)742-6311.

Negotiating Stock Photo Prices, by Jim Pickerell and Cheryl Pickerell DiFrank, 110 Frederick Ave., Suite A, Rockville MD 20850. (301)251-0720. Fax: (301)309-0941. E-mail: sellingstock@chd.com. Web site: www.pickphoto.com. Hardbound book that offers pricing guidelines for selling photos through stock photo agencies.

Newsletters in Print, Thomson Gale, 27500 Drake Rd., Farmington Hills MI 48331. (248)699-4253 or (800)877-GALE. Fax: (800)414-5043. E-mail: gale.galeord@thomson.com. Web site: www.gale.com. Annual directory listing newsletters.

O'Dwyer's Directory of Public Relations Firms, J.R. O'Dwyer Company, 271 Madison Ave., #600, New York NY 10016. (212)679-2471. Fax: (212)683-2750. E-mail: john@odwyerpr.com. Web site: www.odwyerpr.com. Annual directory listing public relations firms, indexed by specialties.

Photo Portfolio Success, by John Kaplan, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com.

The Photographer's Guide to Marketing & Self-Promotion, 3rd Edition, by Maria Piscopo, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-

8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. Marketing guide for photographers.

The Photographer's Internet Handbook, Revised Edition, by Joe Farace, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com. Covers the many ways photographers can use the Internet as a marketing and informational resource.

Photographer's Market Guide to Building Your Photography Business, by Vic Orenstein, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Practical advice for running a profitable photography business.

The Photographer's Market Guide to Photo Submission & Portfolio Formats, by Michael Willins, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. A detailed, visual guide to making submissions and selling yourself as a photographer.

Pricing Photography: The Complete Guide to Assignment & Stock Prices, 3rd Edition, by Michal Heron and David MacTavish, Allworth Press, 10 E. 23 St., Suite 510, New York NY 10010. (212)777-8395. Fax: (212)777-8261. E-mail: PUB@allworth.com. Web site: www.allworth.com.

Sell & Resell Your Photos, 5th Edition, by Rohn Engh, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Revised edition of the classic volume on marketing your own stock.

SellPhotos.com, by Rohn Engh, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. A guide to establishing a stock photography business on the Internet.

Shooting & Selling Your Photos, by Jim Zuckerman, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com.

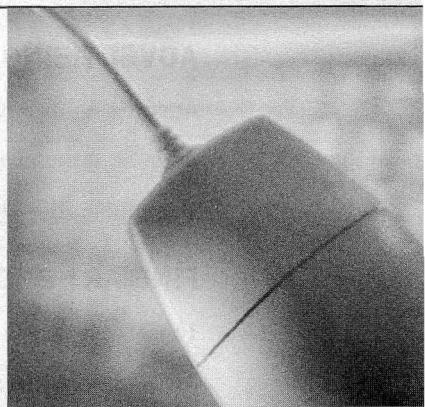
Songwriter's Market, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersdigest.com. Annual directory listing record labels.

Standard Rate and Data Service (SRDS), 1700 Higgins Rd., Des Plains IL 60018-5605. (847)375-5000. Fax: (847)375-5001. Website: www.srds.com. Directory listing magazines and their advertising rates.

Workbook, Scott & Daughter Publishing, 940 N. Highland Ave., Los Angeles CA 90038. (800)547-2688. Fax: (323)856-4368. E-mail: press@workbook.com. Web site: www.workbook.com. Numerous resources for the graphic arts industry.

Writer's Market, Writer's Digest Books, F + W Publications, 4700 E. Galbraith Rd., Cincinnati OH 45236. (513)531-2690. Web site: www.writersmarket.com. Annual directory listing markets for freelance writers. Many listings include photo needs and payment rates.

Web Sites



PHOTOGRAPHY BUSINESS

The Alternative Pick <http://altpick.com>

Black Book www.blackbook.com

Copyright Web site www.benedict.com

EP: Editorial Photographers www.editorialphoto.com

Photo News Network www.photonews.com

ShootSMARTER.com www.shootsmarter.com

Small Business Administration www.sba.gov

MAGAZINE AND BOOK PUBLISHING

AcqWeb <http://acqweb.library.vanderbilt.edu>

American Journalism Review's News Links <http://newslink.org>

Bookwire www.bookwire.com

STOCK PHOTOGRAPHY

Global Photographers Search www.photographers.com

PhotoSource International www.photosource.com

Stock Photo Price Calculator www.photographersindex.com/stockprice.htm

Selling Stock www.pickphoto.com

Stock Artists Alliance www.stockartistsalliance.org

The STOCKPHOTO Network www.stockphoto.net

ADVERTISING PHOTOGRAPHY

Advertising Age www.adage.com

Adweek, Mediaweek and Brandweek www.adweek.com

Communication Arts Magazine www.commarts.com

FINE ART PHOTOGRAPHY

The Art List www.theartlist.com

Art Support www.art-support.com

Art DEADLINES List www.xensei.com/adl

Photography in New York International www.photography-guide.com

PHOTOJOURNALISM

The Digital Journalist www.digitaljournalist.org

Foto8 www.foto8.com

National Press Photographers Association www.nppa.org

MAGAZINES

Afterimage www.vsw.org

Aperture www.aperture.org

Art Calendar www.artcalendar.com

Art on Paper www.artonpaper.com

Black and White Photography www.bandwmag.com

Blind Spot www.blindspot.com

British Journal of Photography www.bjphoto.co.uk

Camera Arts www.cameraarts.com

Lens Work www.lenswork.com

Photo District News www.pdnonline.com

Photograph Magazine www.photography-guide.com

Photo Insider www.photoinsider.com

The Photo Review, The Photography Collector, and The Photographic Art Market Magazines: www.photoreview.org

Shots Magazine www.shotsmag.com

View Camera www.viewcamera.com

E-ZINES

The following publications exist online only. Some offer opportunities for photographers to post their personal work.

Apogee Photo www.apogeephoto.com

American Photo Magazine www.americanphotomag.com

American Photography Museum www.photographymuseum.com

Art in Context www.artincontext.org

Art Business News www.artbusinessnews.com

Art Support www.art-support.com

Artist Register <http://artistsregister.com>

Digital Journalist www.digitaljournalist.org

Editorial Photographers www.editorialphoto.com

En Foco www.enfoco.org

Eye Caramba www.eyecaramba.com

Fotophile www.fotophile.com

Handheld Magazine www.handheldmagazine.com/index.html

Musarium www.musarium.com

Fabfotos www.fabfotos.com

Foto8 www.foto8.com

Fire Storm www.firestorm.com

One World Journeys www.oneworldjourneys.com/palmyra/html/index.html

PhotoArts www.photoarts.com

Pixel Press www.pixelpress.org

Photo Imaging Information Council www.takegreatpictures.com

Photo Links www.photolinks.com

Online Photo Workshops www.photoworkshop.com

Picture Projects www.pictureprojects.com

Sight Photo www.sightphoto.com

Zone Zero www.zonezero.com

TECHNICAL

About.com www.photography.about.com

FocalFix.com www.focalfix.com

Photo.net www.photo.net

The Pixel Foundry www.thepixelfoundry.com

Wilhelm Imaging Research www.wilhelm-research.com

DIGITAL

Adobe Tutorials www.adobe.com.au/products/tips/photoshop.html

Digital Photographers www.digitalphotographers.net

Digital Photography Review www.dpreview.com

Fred Miranda www.fredmiranda.com/forum/index.php

Imaging Resource www.imaging-resource.com

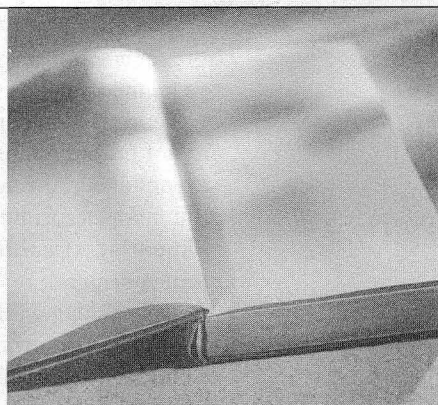
Lone Star Digital www.lonestardigital.com

The National Association of Photoshop Professionals www.photoshopuser.com

PC Photo Review www.pcphotoreview.com

Steve's Digicams www.steves-digicams.com

Glossary



Absolute-released images. Any images for which signed model or property releases are on file and immediately available. For working with stock photo agencies that deal with advertising agencies, corporations and other commercial clients, such images are absolutely necessary to sell usage of images. Also see Model release, Property release.

Acceptance (payment on). The buyer pays for certain rights to publish a picture at the time it is accepted, prior to its publication.

Agency promotion rights. Stock agencies request these rights in order to reproduce a photographer's images in promotional materials such as catalogs, brochures and advertising.

Agent. A person who calls on potential buyers to present and sell existing work or obtain assignments for a client. A commission is usually charged. Such a person may also be called a *photographer's rep*.

All rights. A form of rights often confused with work for hire. Identical to a buyout, this typically applies when the client buys all rights or claim to ownership of copyright, usually for a lump sum payment. This entitles the client to unlimited, exclusive usage and usually with no further compensation to the creator. Unlike work for hire, the transfer of copyright is not permanent. A time limit can be negotiated, or the copyright ownership can run to the maximum of 35 years.

Alternative Processes. Printing processes that do not depend on the sensitivity of silver to form an image. These processes include cyanotype and platinum printing.

Archival. The storage and display of photographic negatives and prints in materials that are harmless to them and prevent fading and deterioration.

Artist's statement. A short essay, no more than a paragraph or two, describing a photographer's mission and creative process. Most galleries require photographers to provide an artist's statement.

Assign (designated recipient). A third-party person or business to which a client assigns or designates ownership of copyrights that the client purchased originally from a creator such as a photographer. This term commonly appears on model and property releases.

Assignment. A definite OK to take photos for a specific client with mutual understanding as to the provisions and terms involved.

Assignment of copyright, rights. The photographer transfers claim to ownership of copyright over to another party in a written contract signed by both parties.

Audiovisual (AV). Materials such as filmstrips, motion pictures and overhead transparencies which use audio backup for visual material.

Automatic renewal clause. In contracts with stock photo agencies, this clause works on the concept that every time the photographer delivers an image, the contract is automatically

renewed for a specified number of years. The drawback is that a photographer can be bound by the contract terms beyond the contract's termination and be blocked from marketing the same images to other clients for an extended period of time.

Avant garde. Photography that is innovative in form, style or subject matter.

Biannual. Occurring twice a year. Also see Semiannual.

Biennial. Occurring once every two years.

Bimonthly. Occurring once every two months.

Bio. A sentence or brief paragraph about a photographer's life and work, sometimes published along with photos.

Biweekly. Occurring once every two weeks.

Blurb. Written material appearing on a magazine's cover describing its contents.

Buyout. A form of work for hire where the client buys all rights or claim to ownership of copyright, usually for a lump sum payment. Also see All rights, Work for hire.

Caption. The words printed with a photo (usually directly beneath it), describing the scene or action.

CCD. Charged Coupled Device. A type of light detection device, made up of pixels, that generates an electrical signal in direct relation to how much light strikes the sensor.

CD-ROM. Compact disc read-only memory; non-erasable electronic medium used for digitized image and document storage and retrieval on computers.

Chrome. A color transparency, usually called a slide.

Cibachrome. A photo printing process that produces fade-resistant color prints directly from color slides.

Clips. See Tearsheet.

CMYK. Cyan, magenta, yellow and black—refers to four-color process printing.

Color Correction. Adjusting an image to compensate for digital input and output characteristics.

Commission. The fee (usually a percentage of the total price received for a picture) charged by a photo agency, agent or gallery for finding a buyer and attending to the details of billing, collecting, etc.

Composition. The visual arrangement of all elements in a photograph.

Compression. The process of reducing the size of a digital file, usually through software. This speeds processing, transmission times and reduces storage requirements.

Consumer publications. Magazines sold on newsstands and by subscription that cover information of general interest to the public, as opposed to trade magazines, which cover information specific to a particular trade or profession. See Trade magazine.

Contact Sheet. A sheet of negative-size images made by placing negatives in direct contact with the printing paper during exposure. They are used to view an entire roll of film on one piece of paper.

Contributor's copies. Copies of the issue of a magazine sent to photographers in which their work appears.

Copyright. The exclusive legal right to reproduce, publish and sell the matter and form of an artistic work.

Cover letter. A brief business letter introducing a photographer to a potential buyer. A cover letter may be used to sell stock images or solicit a portfolio review. Do not confuse cover letter with query letter.

C-print. Any enlargement printed from a negative.

Credit line. The byline of a photographer or organization that appears below or beside a published photo.

Cutline. See Caption.

Day rate. A minimum fee that many photographers charge for a day's work, whether a full day is spent on a shoot or not. Some photographers offer a half-day rate for projects involving up to a half-day of work.

Demo(s). A sample reel of film or sample videocassette that includes excerpts of a filmmaker's or videographer's production work for clients.

Density. The blackness of an image area on a negative or print. On a negative, the denser the black, the less light that can pass through.

Digital Camera. A filmless camera system that converts an image into a digital signal or file.

DPI. Dots per inch. The unit of measure used to describe the resolution of image files, scanners and output devices. How many pixels a device can produce in one inch.

Electronic Submission. A submission made by modem or on computer disk, CD-ROM or other removable media.

Emulsion. The light-sensitive layer of film or photographic paper.

Enlargement. An image that is larger than its negative, made by projecting the image of the negative onto sensitized paper.

Exclusive property rights. A type of exclusive rights in which the client owns the physical image, such as a print, slide, film reel or videotape. A good example is when a portrait is shot for a person to keep, while the photographer retains the copyright.

Exclusive rights. A type of rights in which the client purchases exclusive usage of the image for a negotiated time period, such as one, three or five years. May also be permanent. Also see All rights, Work for hire.

Fee-plus basis. An arrangement whereby a photographer is given a certain fee for an assignment—plus reimbursement for travel costs, model fees, props and other related expenses incurred in completing the assignment.

File Format. The particular way digital information is recorded. Common formats are TIFF and JPEG.

First rights. The photographer gives the purchaser the right to reproduce the work for the first time. The photographer agrees not to permit any publication of the work for a specified amount of time.

Format. The size or shape of a negative or print.

Four-color printing, four-color process. A printing process in which four primary printing inks are run in four separate passes on the press to create the visual effect of a full-color photo, as in magazines, posters and various other print media. Four separate negatives of the color photo—shot through filters—are placed identically (stripped) and exposed onto printing plates, and the images are printed from the plates in four ink colors.

GIF. Graphics Interchange Format. A graphics file format common to the Internet.

Glossy. Printing paper with a great deal of surface sheen. The opposite of matte.

Hard Copy. Any kind of printed output, as opposed to display on a monitor.

Honorarium. Token payment—small amount of money and/or a credit line and copies of the publication.

Image Resolution. An indication of the amount of detail an image holds. Usually expressed as the dimension of the image in pixels and the color depth each pixel has. Example: a 640 × 480, 24-bit image has higher resolution than a 640 × 480, 16-bit image.

IRC. International Reply Coupon. IRCs are used with self-addressed envelopes instead of stamps when submitting material to buyers located outside a photographer's home country.

JPEG. Joint Photographic Experts Group. One of the more common digital compression methods that reduces file size without a great loss of detail.

Licensing/Leasing. A term used in reference to the repeated selling of one-time rights to a photo.

- Manuscript.** A typewritten document to be published in a magazine or book.
- Matte.** Printing paper with a dull, nonreflective surface. The opposite of glossy.
- Model release.** Written permission to use a person's photo in publications or for commercial use.
- Multi-image.** A type of slide show that uses more than one projector to create greater visual impact with the subject. In more sophisticated multi-image shows, the projectors can be programmed to run by computer for split-second timing and animated effects.
- Multimedia.** A generic term used by advertising, public relations and audiovisual firms to describe productions using more than one medium together—such as slides and full-motion, color video—to create a variety of visual effects.
- News release.** See Press release.
- No right of reversion.** A term in business contracts that specifies once a photographer sells the copyright to an image, a claim of ownership is surrendered. This may be unenforceable, though, in light of the 1989 Supreme Court decision on copyright law. Also see All rights, Work for hire.
- On spec.** Abbreviation for “on speculation.” Also see Speculation.
- One-time rights.** The photographer sells the right to use a photo one time only in any medium. The rights transfer back to the photographer on request after the photo's use.
- Page rate.** An arrangement in which a photographer is paid at a standard rate per page in a publication.
- Photo CD.** A trademarked, Eastman Kodak-designed digital storage system for photographic images on a CD.
- PICT.** The saving format for bit-mapped and object-oriented images.
- Picture Library.** See Stock photo agency.
- Pixels.** The individual light-sensitive elements that make up a CCD array. Pixels respond in a linear fashion. Doubling the light intensity doubles the electrical output of the pixel.
- Point-of-purchase, point-of-sale (P-O-P, P-O-S).** A term used in the advertising industry to describe in-store marketing displays that promote a product. Typically, these highly-illustrated displays are placed near checkout lanes or counters, and offer tear-off discount coupons or trial samples of the product.
- Portfolio.** A group of photographs assembled to demonstrate a photographer's talent and abilities, often presented to buyers.
- PPI.** Pixels per inch. Often used interchangeably with DPI, PPI refers to the number of pixels per inch in an image. See DPI.
- Press release.** A form of publicity announcement that public relations agencies and corporate communications staff people send out to newspapers and TV stations to generate news coverage. Usually this is sent with accompanying photos or videotape materials.
- Property release.** Written permission to use a photo of private property or public or government facilities in publications or for commercial use.
- Public domain.** A photograph whose copyright term has expired is considered to be “in the public domain” and can be used for any purpose without payment.
- Publication (payment on).** The buyer does not pay for rights to publish a photo until it is actually published, as opposed to payment on acceptance.
- Query.** A letter of inquiry to a potential buyer soliciting interest in a possible photo assignment.
- Rep.** Trade jargon for sales representative. Also see Agent.
- Resolution.** The particular pixel density of an image, or the number of dots per inch a device is capable of recognizing or reproducing.

- Résumé.** A short written account of one's career, qualifications and accomplishments.
- Royalty.** A percentage payment made to a photographer/filmmaker for each copy of work sold.
- R-print.** Any enlargement made from a transparency.
- SAE.** Self-addressed envelope.
- SASE.** Self-addressed, stamped envelope. (Most buyers require a SASE if a photographer wishes unused photos returned to him, especially unsolicited materials.)
- Self-assignment.** Any project photographers shoot to show their abilities to prospective clients. This can be used by beginning photographers who want to build a portfolio or by photographers wanting to make a transition into a new market.
- Self-promotion piece.** A printed piece photographers use for advertising and promoting their businesses. These pieces generally use one or more examples of the photographer's best work, and are professionally designed and printed to make the best impression.
- Semiannual.** Occurring twice a year. Also see Biannual.
- Semigloss.** A paper surface with a texture between glossy and matte, but closer to glossy.
- Semimonthly.** Occurring twice a month.
- Serial rights.** The photographer sells the right to use a photo in a periodical. Rights usually transfer back to the photographer on request after the photo's use.
- Simultaneous submissions.** Submission of the same photo or group of photos to more than one potential buyer at the same time.
- Speculation.** The photographer takes photos with no assurance that the buyer will either purchase them or reimburse expenses in any way, as opposed to taking photos on assignment.
- Stock photo agency.** A business that maintains a large collection of photos it makes available to a variety of clients such as advertising agencies, calendar firms and periodicals. Agencies usually retain 40-60 percent of the sales price they collect, and remit the balance to the photographers whose photo rights they've sold.
- Stock photography.** Primarily the selling of reprint rights to existing photographs rather than shooting on assignment for a client. Some stock photos are sold outright, but most are rented for a limited time period. Individuals can market and sell stock images to individual clients from their personal inventory, or stock photo agencies can market photographers' work for them. Many stock agencies hire photographers to shoot new work on assignment, which then becomes the inventory of the stock agency.
- Subsidiary agent.** In stock photography, this is a stock photo agency that handles marketing of stock images for a primary stock agency in certain US or foreign markets. These are usually affiliated with the primary agency by a contractual agreement rather than by direct ownership, as in the case of an agency that has its own branch offices.
- SVHS.** Abbreviation for Super VHS. Videotape that is a step above regular VHS tape. The number of lines of resolution in a SVHS picture is greater, thereby producing a sharper picture.
- Tabloid.** A newspaper about half the page size of an ordinary newspaper that contains many photos and news in condensed form.
- Tearsheet.** An actual sample of a published work from a publication.
- TIFF.** Tagged Image File Format. A common bitmap image format developed by Aldus.
- Trade magazine.** A publication devoted strictly to the interests of readers involved in a specific trade or profession, such as beekeepers, pilots or manicurists, and generally available only by subscription.
- Transparency.** Color film with a positive image, also referred to as a slide.

Unlimited use. A type of rights in which the client has total control over both how and how many times an image will be used. Also see All rights, Exclusive rights, Work for hire.

Unsolicited submission. A photograph or photographs sent through the mail that a buyer did not specifically ask to see.

Work for hire. Any work that is assigned by an employer who becomes the owner of the copyright. Stock images cannot be purchased under work-for-hire terms.

World rights. A type of rights in which the client buys usage of an image in the international marketplace. Also see All rights.

Worldwide exclusive rights. A form of world rights in which the client buys exclusive usage of an image in the international marketplace. Also see All rights.

Geographic Index

This index lists photo markets by the state in which they are located. It is often easier to begin marketing your work to companies close to home. You can also determine with which companies you can make appointments to show your portfolio, near home or when traveling.

ALABAMA

Alabama Living 46
Civitan Magazine 163
Commercial Carrier Journal 164
Corporate Art Source/CAS Gallery 337
Huntsville Museum of Art 350
International Expeditions 448
Mobile Museum of Art 365
Native American Dance & Crafts Festival 400
Panoply Arts Festival, Presented by the Arts Council, Inc. 401
Riverfront Market 401
Visual Arts Gallery 385

ALASKA

Accent Alaska/Ken Graham Agency 235
Alaska 46
Alaska Photo Tours 442
Alaska State Museum 323
Alaska Stock Images 239
Bunnell Street Gallery 331
Mushing 100
Wilderness Alaska 459

ARIZONA

Arizona Highways Photo Workshops 442

Arizona State University Art Museum 323
Art in the Park 416
Ashland Arts/Icon Studios 327
Avon Fine Art & Wine Affaire 416
Center for Creative Photography 332
DRK Photo 256
Edwards Fine Art & Sculpture Festival 417
Etherton Gallery 341
Farnam Companies, Inc. 313
Litchfield Library Arts & Crafts Festival 418
Mesa Contemporary Arts at Mesa Arts Center 364
Museum of Northern Arizona 209
Native Peoples Magazine 102
Northland Publishing 210
Stickman Review 130
Thin Air Magazine 134

ARKANSAS

Hot Springs Arts & Crafts Fair 399
New Leaf Press, Inc. 210
Sellers Ozark Photography Workshop/Field Trip, Barney 456
Subiaco Abbey Art Fair 402

CALIFORNIA

- Advanced Graphics 220
- Aerial and Creative Photography Workshops 442
- Aerial Archives 236
- Affaire in the Gardens Art Show 411
- After Five Magazine 45
- AGStockUSA Inc. 237
- All About Kids Publishing 193
- American Sports Network 147
- American Stock Photography 239
- Aquarium Fish Magazine 50
- Art Source L.A., Inc. 324
- Auto Restorer 51
- Automated Builder 159
- Ballenger & Associates Photo Workshops, Noella 443
- Balthis Photography Workshops, Frank 443
- Bear Enthusiast Marketing Group 311
- Berson, Dean, Stevens 311
- Biological Photo Service and Terra-photographics 248
- Bonus Books, Inc. 195
- Boxoffice 161
- Brainworks Design Group 311
- Bramson + Associates 311
- Bransten Gallery, Rena 330
- Brentwood Magazine 58
- Brookings Gallery, J.J. 331
- Calabasas Fine Arts Festival 416
- California Photographic Workshops 444
- California Views/Mr. Pat Hathaway Historical Photo Collection 249
- Campbell Associates, Marianne 433
- Carlsbad Magazine 62
- Cat Fancy 62
- Center for Photographic Art 333
- Centerstream Publication 196
- Centric Corporation 222
- Clark Gallery, Catharine 335
- Cleis Press 198
- Clickers & Flickers Photography Network—Lectures & Workshops 444
- Cliff & Associates 312
- Cohen Gallery, Stephen 336
- Continental Newstime 69
- Convergence 70
- Creative With Words Publications (CWW) 200
- Cycle California! Magazine 72
- Cycle World Magazine 72
- De Moreta Represents, Linda 434
- Dean Photo Workshops, The Julia 446
- Design2Market 312
- Dog Fancy 74
- Drake Magazine, The 75
- Dubois, Françoise/Dubois Represents 434
- Easyriders Magazine 76
- Empire Publishing Service 201
- Epstein Associates, Rhoni 434
- Ethno Images, Inc. 259
- Europa Photogenica Photo Tours to Europe 446
- Fahey/Klein Gallery 341
- Falkirk Cultural Center 342
- Fillmore Jazz Festival 417
- Finding & Keeping Clients 446
- FireRescue Magazine 168
- Foodpix 261
- Fourth of July Street Fair, Autumn Fest in the Park and Holiday Street Festival 411
- France Today 81
- Fresno Art Museum 343
- Gallery Luisotti 344
- Gardner & Associates, Jean 435
- Global Preservation Projects 447
- Golden Gate School of Professional Photography 447
- Government Technology 170
- Grafica 314
- Graphic Design Concepts 314
- Guest Informant 85
- Hallowes Productions & Advertising 314

- Hearst Art Gallery, Saint Mary's College 348
 Highways 87
 Hitchins Company, The 315
 Horse Illustrated 88
 Horticultural Photography™ 264
 Image Integration 315
 Impact Photographics 225
 In Focus with Michele Burgess 448
 In The Wind 89
 Instinct Magazine 90
 Jeroboam 269
 Journal of Psychoactive Drugs 172
 Kimball Stock, Ron 270
 Kings Mountain Art Fair 418
 Koch Gallery, Robert 359
 Kopeikin Gallery, Paul 359
 Kramer and Associates, Inc., Joan 271, 436
 LA Art Association/Gallery 825 359
 LaBarge Representing, Caroyl 436
 Lee + Lou Productions Inc. 437
 Lepp Institute of Digital Imaging 449
 Linear Cycle Productions 316
 Lizardi/Harp Gallery 361
 Log Newspaper, The 150
 Lompoc Flower Festival 418
 Lonely Planet Images 272
 Lowe Gallery, The 362
 Maslov Agent International 437
 Mattei Photography, Michele 273
 Mexican Museum, The 365
 MGW Newsmagazine 98
 Miller Group, The 316
 Monterey Museum of Art 365
 MPTV (Motion Picture and Television Photo Archive) 274
 Museo ItaloAmericano 366
 Museum of Contemporary Art San Diego 367
 Museum of Photographic Arts 367
 Napa Wine & Crafts Faire 419
 National Notary, The 174
 newWitch 105
 9-1-1 Magazine 175
 Orlando Gallery 371
 Palm Press, Inc. 226
 Palo Alto Art Center 371
 Paonessa Photography Workshops, Ralph 453
 Paper Products Design 226
 Patterson Apricot Fiesta 419
 Pet Product News 177
 Photo Edit 281
 PhotoEdit 282
 Photographer's Forum Magazine 116
 Photographs II 454
 Pilot Getaways 177
 Piscopo, Maria 439
 Pizer, Alyssa 439
 Players Magazine 117
 PointBlank Agency 316
 Polaroid Transfer, Digital Infrared & Photoshop Workshops 454
 Police Magazine 179
 Portal Publications, Ltd. 226
 Rangefinder, The 181
 Red Hots Entertainment 316
 Rich Wildlife Photography Tours, Jeffrey 456
 Riverbank Cheese & Wine Exposition 419
 RoMa Stock 287
 San Diego Art Institute's Museum of the Living Artist 377
 Santa Barbara Magazine 124
 Schlumberger Gallery 377
 Sea 125
 Selling Your Photography 456
 Sexton Photography Workshops, John 458
 Shapiro Gallery 378
 Sierra Madre Wistoria Festival 420
 Solano Avenue Stroll 420
 Specialty Travel Index 185
 SportsCar 129
 Still Media 290
 Summit Photographic Workshops 458
 Surfing Magazine 131
 Thayer Galleries at the Fox, Jill 381

Thompson Art Gallery, Natalie and James 381
 Tikkun 134
 TM Enterprises 440
 Track & Field News 135
 Trailer Boats Magazine 136
 Travelworld International Magazine 137
 Tricycle Press 215
 UCR/California Museum of Photography 382
 Ventura County Reporter 154
 Watercraft World 141
 Western Outdoors 142
 Weston Fine Art, Edward 386
 White Productions, Inc., Dana 317
 Whole Life Times 143
 Wiley Group, The 440
 Wilshire Book Company 217
 Women's Center Art Gallery 387
 Yosemite Outdoor Adventures 460

COLORADO

Anchell Photography Workshops 442
 Anderson Ranch Arts Center 442
 Art Fair on the Courthouse Lawn 405
 Blue Sky Publishing 221
 Brewers Association 196
 Business of Art Center 331
 Camera Obscura Gallery, The 331
 Carson Gallery, Sandy 332
 Center for Fine Art Photography, The 332
 Chun Capitol Hill People's Fair 416
 Dramatic Light Nature Photography Workshops 446
 Evergreen Arts Festival 417
 First Light Photography Workshop Tours 447
 Focus Adventures 447
 Friedentag Photographics 313
 Gallery M 344
 Grand Festival of the Arts & Crafts 418
 Guenzi Agents, Inc., Carol 435

Havu Gallery, William 347
 Inside Triathlon 90
 Kieffer Nature Stock 270
 Lake City Arts & Crafts Festival 418
 Lee's Rocky Mountain Photo Adventures, Weldon 449
 Main Avenue Arts Festival 419
 Mountain Living 99
 Natural Habitat Adventures 450
 Paddler Magazine 114
 Photography at the Summit: Jackson Hole 454
 Racquetball Magazine 119
 Railmodel Journal 119
 Rocky Mountain Field Seminars 456
 Sentient Publications, LLC 214
 Sports Photography Workshop: Colorado Springs, CO 458
 Steele Gallery, Philip J. 379
 Surgical Technologist, The 185
 Synergistic Visions Workshops 458
 Top Stock 294
 Trail Runner 136
 VeloNews 153
 Western Horseman 142
 Winslow Photo, Inc., Robert 460

CONNECTICUT

American Arts and Crafts Show 390
 Art Direction Book Co., Inc. 194
 Arts & Crafts Festival 390
 Artworks Gallery 326
 Balloon Life 52
 Berman Fine Arts, Mona 329
 Beverage Dynamics 161
 CEA Advisor 163
 Chatham Press 197
 Creative Arts Workshop 446
 E/The Environmental Magazine 75
 New York Graphic Society Publishing Group 225
 North Congregational Peach Fair 393
 Scholastic Library Publishing 214
 Tide-Mark Press 230
 Woodshop News 189

Yachting Magazine 145
Zolan Fine Arts, LLC 231

DELAWARE

Crafts Report, The 165
Delaware Center for the Contemporary Arts 338
Reading Today 181

DISTRICT OF COLUMBIA

Addison/Ripley Fine Art 322
American Forests Magazine 47
Animal Sheltering 157
Catholic News Service 251
Children's Defense Fund 148
Conscience 69
Electric Perspectives 166
Haslem Gallery, Jane 347
Hemphill 348
International Visions Gallery 351
Italian America 91
ITE Journal 171
Landscape Architecture 173
Maisonneuve Press 208
Multinational Monitor 100
National Black Child Development Institute 302
National Geographic 102
National Parks Magazine 102
Public Power 180
Ralls Collection Inc., The 376
Remodeling 183
Scrap 184
Smithsonian 127
Touchstone Gallery 381
Washington Blade, The 154
Zenith Gallery 388

FLORIDA

Ambit Marketing Communications 304
Art Festival Beth-el 396
Art Licensing International Inc. 244
Arts on Douglas 326
Ballinger Publishing 160
Bettcher Gallery-Miami 329
Big Arts Art Fair 396

Birds as Art/Instructional Photo-Tours 443
Brown Hands-On Workshops, Nancy 443
Capitol Complex Exhibitions 332
Caribbean Travel & Life 62
Charisma Magazine 64
Cohen Motion Picture Production, Steven 305
Crealdé School of Art 337, 446
Dot Fiftyone Gallery 339
Fall Art Festival 398
Food Distribution Magazine 169
Fotoconcept Inc. 262
Fotofusion 447
Ft. Myers Magazine 81
Gallery M, A Michael Murphy Company 344
GayStockPhotography.com 263
Gillman Gallery, Barbara 346
Gold & Associates, Inc. 305
Hackmeister Advertising & Public Relations Company 305
Highlands Art League's Annual Fine Arts & Crafts Festival 398
International Photo News 267
Interval World 91
Isle of Eight Flags Shrimp Festival 399
Kalliope 93
Klein Publications, B. 205
Leepa-Rattner Museum of Art 360
Leeper Park Art Fair 400
Lutz Arts & Crafts Festival 400
Marlin 97
New Smyrna Beach Fiesta 400
Onboard Media 112
Out of the Blue 278
Palm Beach Photographic Centre 452
Police Times/Chief of Police 179
Polk Museum of Art 375
Powerline Magazine 179
Professional Photography at Daytona Beach Community College 454
Recommend Magazine 182

Relay Magazine 183
 Rigby Education 213
 Riverside Art Festival 401
 Silver Image Photo Agency, Inc.
 288
 Soundlight 306
 Southeast Museum of Photography
 at Daytona Beach Community
 College 458
 Southern Boating 128
 Sport Fishing 129
 Stack & Associates, Inc., Tom 289
 Strang Communications Company
 215
 Sun 152
 Superstock Inc. 293
 Tarpon Springs Fine Arts Festival
 402
 Vista 140
 Visual Arts Center of Northwest
 Florida 385
 Water Skier, The 141
 WaterSki 141

GEORGIA

Affair on the Square 395
 Apple Annie Crafts & Arts Show
 395
 Aquarius 147
 Art in the Park 396
 Atlanta Homes & Lifestyles 51
 Atlanta Parent 51
 Cherry Blossom Festival of Conyers
 396
 Cortona Center of Photography,
 Italy, The 445
 Deljou Art Group 223
 Display & Design Ideas 166
 Fulton County Daily Report 149
 Game & Fish Magazines 82
 Georgia Backroads 83
 Gold Rush Days 398
 Herbert Institute of Art, Gertrude
 349
 Jackson Fine Art 351
 KNOWAtlanta 94
 Lowe Gallery, The 362

Myriad Productions 306
 North American Whitetail Maga-
 zine 106
 Professional Photographer 180
 Rattlesnake Roundup 401
 Showcase School of Photography,
 The 458
 Soho Myriad 378
 SouthComm Publishing Company,
 Inc. 127
 Welcome to My World Photogra-
 phy Competition 403

HAWAII

Hawaii Photo Seminars 448
 Heart of Nature Photography
 Workshops 448
 Pacific Stock 278
 Photo Resource Hawaii 281
 Wailoa Center Gallery, The 385

IDAHO

Annual Arts & Crafts Fair 421
 Appaloosa Journal 158
 Blue Planet Photography Work-
 shops and Tours 443
 LaGrange Art-Craft Fair 409
 Travel Images 459

ILLINOIS

A.R.C. Gallery 322
 AAP News 156
 AIM Magazine 45
 AKM Images, Inc. 238
 American Bar Association Journal
 157
 American Bee Journal 157
 American Planning Association
 193
 American Society of Artists, Inc.
 323
 Annual Arts Adventure 404
 Annual Arts & Crafts Adventure
 and Annual Arts & Crafts Ad-
 venture II 404
 Annual Arts & Crafts Expressions
 404

Annual Edens Art Fair 405
 Annual Northwoods Arts & Crafts
 Expressions 405
 Annual Oak Park Avenue-Lake
 Arts & Crafts Show 405
 Annual White Oaks Arts & Crafts
 Adventure 405
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bell Studio 328
 Bragaw Public Relations Services
 307
 Clavier 164
 Collectible Automobile 67
 Company Magazine 68
 Complete Woman 68
 Contemporary Art Workshop, The
 336
 Cueno Gardens Arts Festival 407
 Custom Medical Stock Photo 254
 Deerfield Fine Arts Festival 407
 Design & More 308
 Down Beat Magazine 75
 Edelman Gallery, Catherine 340
 El Restaurante Mexicano 166
 Electrical Apparatus 167
 Elks Magazine, The 76
 Fire Chief 168
 Flatfile 342
 Freeport Arts Center 343
 Gallant Greetings Corp. 223
 Gallery 400 344
 Grain Journal 170
 Greenwich Village Art Fair 408
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Hinsdale Fine Arts Festival 408
 Human Kinetics Publishers 204
 Hutchinson Associates, Inc. 308
 Illinois State Museum Chicago Gal-
 lery 350
 Journal of Property Management
 172
 Ketchum Hands-On Model Work-
 shops, Art 449
 Lakeland Boating Magazine 95
 Leonardis Gallery, David 361

Lion, The 96
 Liturgy Training Publications 206
 Loyola Magazine 96
 Luckypix 273
 Marketing & Technology Group
 173
 McGrath, Judith 437
 McGraw-Hill 209
 McGuire Associates 309
 Miller Gallery, Peter 365
 Munro Goodman Artists Represen-
 tatives 438
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Northwestern University Dittmar
 Memorial Gallery 369
 Panoramic Images 279
 Parkland Art Gallery 371
 PHOTO Techniques 116
 Pix International 284
 Planning 178
 Playboy 117
 Playboy's Special Editions 117
 Primavera 118
 Qually & Company, Inc. 310
 Recycled Paper Greetings, Inc. 227
 Rental Management 183
 Rockford Review 121
 Rotarian, The 122
 Schmidt Art Center, William & Flor-
 ence 377
 SpecialLiving 128
 Tyndale House Publishers 215
 Union Street Gallery 383
 Video I-D, Inc. 310
 Village Profile 140
 Waveland Press, Inc. 217
 West Suburban Living Magazine
 142
 Wholesaler, The 188

INDIANA

Amish Acres Arts & Crafts Festival
 403
 Artlink 326
 Children's Digest 65

Four Rivers Arts & Crafts Harvest
Home Festival 408
Fourth Street Festival for the Arts &
Crafts 408
Indianapolis Art Center 350
Indianapolis Monthly 90
Muzzle Blasts 101
Omni Productions 309
Riley Festival 410
Zionsville County Market 411

IOWA

Arts Iowa City 326
Chait Galleries Downtown, The
334
CSPS 338
Iowan Magazine, The 91
Judicature 172, 205
MacNider Art Museum 363
UNI Gallery of Art 382

KANSAS

Capper's 148
CareerFOCUS Magazine 61
College PreView Magazine 67
Greyhound Review, The 170
Grit Magazine 85
Kansas! 93
Veterinary Economics 187

KENTUCKY

Arts on the Green 406
Central Bank Gallery, The 334
Chapman Friedman Gallery 335
Dovetail 74
Gradd Arts & Crafts Festival 408
Holiday Craft Show 392
Kentucky Monthly 94
Kinetic Corporation 308
Main and Third Floor Galleries 363
Mountain Workshops 450
St. James Court Art Show 410
Summer Craft Show 394
Thoroughbred Times 186
University of Kentucky Art Mu-
seum 383

LOUISIANA

Contemporary Arts Center 336
DDB Stock Photography, LLC 254
Insley Quarter Gallery 351
Jones Gallery, Stella 357
Lockwood Wildlife Photography
Workshop, C.C. 449
Masur Museum of Art 364
New Orleans Museum of Art 368
Pelican Publishing Co. 211
Prague Summer Seminars 454
THEMA 133

MAINE

Aurora Photos 246
Borealis Press, The 221
Center for Maine Contemporary Art
333
Fly Rod & Reel 80
Jameson Gallery & Frame and The
Jameson Estate Collection 357
Longest-Saccone, Helen and Marty
Saccone 449
Maine Photographic Workshops,
The 450
Nature Photographer 103
Nicolas-Hays, Inc. 210
Nors Graphics 226
Northwoods Journal 107
Saco Sidewalk Art Festival 394
Tilbury House Publishers 215

MARYLAND

AOPA Pilot 158
Avionics Magazine 160
Chesapeake Bay Magazine 64
Fraser Gallery, The 343
Girls Life Magazine/GirlsLife.com
84
Gryphon House 203
Home, Condo and Garden Art &
Craft Fair 393
Insight Magazine 90
Johns Hopkins University Spring
Fair 393
Journal of Adventist Education 172
Marlboro Gallery 364

Mullin/Ashley Associate 302
 Naval History 174
 NPN Worldwide 438
 Outdoor America 112
 Proceedings 179
 ProStar Publications Inc. 212
 Roland Group Inc., The 439
 Villa Julie College Gallery 384
 Visual Artistry & Field Mentorship
 Photography Workshop Series
 459
 Washington County Museum of
 Fine Arts 386
 Waterway Guide 142

MASSACHUSETTS

Allyn & Bacon Publishers 193
 AMC Outdoors 46
 Anthro-Photo File 242
 Appalachian Mountain Club Books
 194
 Art New England Summer Work-
 shops @ Bennington VT 442
 Bedford/St. Martin's 195
 Bentley Publishers 195
 Berkshire Artisans Gallery 329
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Cape Cod Nature Photography
 Field School 444
 Cape Cod Photo Workshops 444
 Chatsworth Collection, The 222
 Collector Car Market Review 67
 Conari Press 198
 Co/So: Copley Society of art 335
 Fine Arts Work Center 447
 Focal Press 202
 Gallery Naga 344
 Hallmark Institute of Photography
 448
 Horizons to Go 448
 Klein Gallery, Robert 358
 Le Petit Musee@Wild Sage 360
 Lightwave 271
 Michelson Galleries, R. 365
 Monderer Design 301
 Offshore 111

Paradise City Arts Festivals 393
 Pepper Gallery 372
 Photographic Resource Center 374
 Positive Images 286
 Pucker Gallery 375
 Sail Magazine 123
 Speedway Illustrated 129
 Sportslight Photo 289
 Victory Productions 216
 Worcester Polytechnic Institute
 304

MICHIGAN

Allen Park Arts & Crafts Street Fair
 403
 Art in the Park 406
 Belian Art Center 328
 Bond Workshops, Howard 443
 Book Beat Gallery 330
 Catholic Library World 163
 Chinastock 251
 Community Observer 68
 CRC Product Services 71
 Design Design, Inc. 223
 Detroit Focus 339
 Freefall 81
 Fruit Growers News, The 169
 Grand Rapids Art Museum 346
 Grand Rapids Business Journal 150
 Grand Rapids Family Magazine 84
 Grand Rapids Magazine 84
 Halsted Gallery Inc., The 346
 Jacob Gallery, Elaine L. and Com-
 munity Arts Gallery 357
 KIA Art Fair (Kalamazoo Institute
 of Arts) 409
 Krasl Art Fair on the Bluff 409
 Les Cheneaux Festival of Arts 409
 Lucent Books 208
 Michigan Out-of-Doors 98
 Michigan State University Holiday
 Arts & Crafts Show 409
 Midwest Photographic Workshops
 450
 Nova Media Inc. 226
 Oakland University Art Gallery 370

Photo Communication Services,
Inc. 309
Photo Explorer Tours 453
Prakken Publications, Inc. 212
Shine Brightly 126
United Auto Workers (UAW) 187
Urban Institute for Contemporary
Arts 384
Whisper in the Woods Nature Jour-
nal 143

MINNESOTA

Art Workshops in Guatemala 442
Capstone Press 196
Carmichael-Lynch, Inc. 307
Construction Bulletin 165
Creative Company, The 199
Creative Editions 199
Gardening How-To 83
Geosynthetics 169
Icebox Quality Framing & Gallery
350
Lake Country Journal 94
Lake Superior Magazine 94
Lakestyle 95
Lerner Publishing Group 206
Macalester Gallery 362
MBI Publishing Company 208
Milkweed Editions 209
Minnesota Golfer 98
Opening Night Gallery 370
Photophile Stock Photography 283
Redmond Design, Patrick 310
Shots 126
St. Patrick's Day Craft Sale and Fall
Craft Sale 410
Stone Arch Festival of the Arts 410
Street Faire at the Lakes 410
Vision Quest Photo Workshop Cen-
ter 459
Voyageur Press 216
Windigo Images 297
WRITERS' Journal 189

MISSISSIPPI

Clarion-Ledger, The 149
Southside Gallery 378

Threefoot Art Festival & Chili Cook-
off 403

MISSOURI

AAA Midwest Traveler 44
Annual Crestwood Arts & Crafts
Adventure 404
Beef Today 161
Cape Rock, The 61
Curlee Gallery, Ellen 338
Dairy Today 165
Fall Festival of Art at Queeny Park
417
Farm Journal 167
Fencers Quarterly Magazine 78
Florence Photography Workshop
447
Hereford World 171
Kochan & Company 315
Mid-Missouri Artists Christmas
Arts & Crafts Sale 419
Missouri Life 99
Missouri Photojournalism Work-
shop 450
Morgan Gallery, Dennis 366
Santa Cali Gon Days Festival 420
Sharing the Victory 125
Springfield! Magazine 130
Tilles Arts & Craft Festival 421

MONTANA

Adventure Cyclist 44
Art & Jazz on Broadway 421
Arts in the Park 422
Big One Arts & Crafts Show, The
422
Farcountry Press 202
Gibson Advertising & Design 318
Montana Magazine 99
Museum of the Plains Indian 368
Photographers' Formulary 453
Sidewalk Art Mart 422
Spring Thing Arts & Crafts Show,
The 422
Strawberry Festival 422
Whitefish Arts Festival 423
Wilderness Photography Expedi-
tions 459

NEBRASKA

Artists' Cooperative Gallery 325
 Arts & Crafts Affair, Autumn and
 Spring Tours, An 406
 Craftsmen's Christmas Arts &
 Crafts Show, The 422
 Gallery 72 345
 Idea Bank Marketing 308
 Lux Center for the Arts 362
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Wfm: Woodmen of the World Fra-
 ternal Magazine 143

NEVADA

Casino Journal Publishing Group
 163
 Comstock Cards 222
 Contemporary Arts Collective 336
 Davidson & Associates 312
 Nevada Farm Bureau Agriculture
 and Livestock Journal 175
 Nevada Museum of Art 368
 Photo Gallery, The 373
 Timecast Productions 293

NEW HAMPSHIRE

Anderson-Soule Gallery 323
 Calliope 59
 Cobblestone 66
 Concord Litho 222
 Faces 76
 Iverson Science Photos 268
 MacDowell Colony, The 449
 Mill Brook Gallery & Sculpture Gar-
 den 365
 Naturist Life International 103
 Taste for Life 131
 Tree Care Industry 187
 Yankee Magazine 145

NEW JERSEY

Art Forms 324
 Automotive Cooling Journal 159
 Barron Arts Center 328
 Bartender Magazine 160
 Bergman Collection, The 248

Careers and Colleges Magazine 61
 Center Gallery at Old Church 334
 Chatsworth Cranberry Festival 391
 Connection Publication of NJ, Inc.,
 The 69
 Contemporary Bride Magazine 69
 Creative Homeowner 200
 Down The Shore Publishing Corp.
 201
 Fire Engineering 168
 Galaxy of Graphics, Ltd. 223
 Galman Lepow Associates, Inc. 345
 Kearon-Hempenstall Gallery 358
 Limited Editions & Collectibles 361
 Markeim Art Center 363
 Mid-Atlantic Regional School of
 Photography 450
 Mira 274
 Modernart Editions 225
 New Jersey Heritage Photography
 Workshops 451
 New Jersey Media Center LLC
 Workshops and Private Tutor-
 ing 451
 Noyes Museum of Art, The 369
 Pediatric Annals 176
 Peters Valley Craft Center 372, 453
 Peters Valley Craft Fair 393
 PI Magazine 177
 Pierro Gallery of South Orange 374
 Popular Photography & Imaging
 118
 Princeton Alumni Weekly 119
 Quaker Arts Festival 394
 Quick Frozen Foods International
 181
 Rex USA Ltd. 287
 Rights International Group 228
 Spencer Gifts, LLC 229
 SPFX: Special Effects Magazine 129
 Strategic Finance 185
 Talli's Fine Art 380
 Up and Under 138
 Wildlife Photography Seminar 460

NEW MEXICO

Albuquerque Museum of Art & His-
 tory, The 323

American Archaeology 47
 Artwerks Stock Photography 245
 Harwood Museum of Art, The 347
 Jonson Gallery, University of New Mexico 358
 Journal of Asian Martial Arts 92
 Kurtie Modern Art at the Art Hotel, Margeaux 359
 Mayans Gallery Ltd., The 364
 New Grounds Gallery 368
 New Mexico Magazine 105
 New Mexico Photography Field School 451
 New Mexico State University Art Gallery 368
 photo-eye Gallery 373
 Rainbow 286
 Santa Fe Workshops 456
 Turner Carroll Gallery 382
 University Art Gallery in the D.W. Williams Art Center 383
 Wurlitzer Foundation of New Mexico, The Helene 460

NEW YORK

A&B Publishers Group 192
 Across the Board Magazine 44
 Adirondack Lakes Center for the Arts 322
 Adirondack Life 44
 Albany Center Galleries 323
 Allentown Art Festival 390
 American Museum of Natural History Library, Photographic Collection 239
 American Turf Monthly 49
 Amherst Media® 194
 Animals Animals/Earth Scenes 241
 Aperture 50
 Architectural Lighting 158
 Arsenal Gallery, The 324
 Art Directors Club, The 324
 Art in the Heart of the City 390
 Art Resource 245
 Art Without Walls, Inc. 325
 Asian American Arts Centre 327
 Atlantic Gallery 327

Autonomea 195
 Avanti Press Inc. 221
 Axis Gallery 327
 Babytalk 51
 Bacall Representatives Inc., Robert 433
 Blind Spot Photography Magazine 56
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Bridgeman Art Library, The 249
 Bristol Gift Co., Inc. 222
 Center for Exploratory and Perceptual Art 332
 Center for Photography at Woodstock 333, 444
 CEPA Gallery 334
 Chronogram 66
 Cleaning & Maintenance Management Magazine 164
 Cole Represents, LLC, Randy 433
 Coleman Photo Library, Bruce 252
 Colorscape Chenango Arts Festival 391
 Community Darkroom 445
 Condé Nast Traveller 68
 Confrontation Magazine 68
 Corbis 253
 Corporation of Yaddo Residencies, The 445
 Cosmopolitan 70
 Courthouse Gallery, Lake George Arts Project 337
 Crabtree Publishing Company 198
 Crafts at Rhinebeck 391
 Design Conceptions 255
 DK Stock, Inc. 255
 DM News 166
 Dorsky Museum of Art, Samuel 339
 Dwan Gallery, Candace 339
 Eastman House, George 339
 eMediaLoft.org 340
 Envoy 340
 Erben Gallery, Thomas 341
 eStock Photo, LLC 258
 Everson Museum of Art 341
 Ewing Galloway Inc. 259

- Fellowship 78
 Field & Stream 78
 Firehouse Magazine 168
 First Light Photographic Workshops and Safaris 447
 Focal Point Gallery 343
 Food & Wine 80
 Forest Hills Festival of the Arts 392
 Fort Ross Inc. 202
 Fortune 80
 Forum Publishing Co. 203
 Fundamental Photographs 262
 Gallery Magazine 82
 Garrison Art Center Fine Art & Craft Fair 392
 Gering Gallery, Sandra 345
 Getty Images 435
 Goldman Creative Workshops, Rob 448
 Good Housekeeping 84
 Gordon, Barbara 435
 Gordon Photography, Joel 263
 Great Neck Street Fair 392
 Guideposts 85
 Guitar One 86
 Guitar World 86
 Hadassah Magazine 86
 Haddad Gallery, Carrie 346
 Hallwalls Contemporary Arts Center 346
 Hard Hat News 150
 Harper's Magazine 86
 Hart Portrait Seminars, John 448
 Henry Street Settlement/Abrons Art Center 348
 Hopper House Art Center, Edward 349
 Houk Gallery, Edwynn 350
 Hyperion Books for Children 205
 IEEE Spectrum 171
 Image Works, The 266
 Imagestate 267
 Index Stock Imagery, Inc. 267
 International Center of Photography 351, 448
 Jadite Galleries 357
 Jewish Action 92
 JHB Gallery 357
 Joyce Inc., Tricia 436
 Junior Scholastic 92
 Juvenile Diabetes Research Foundation International 92
 Kashrus Magazine 93
 Klimt Represents 436
 Ladies Home Journal 94
 Landing Gallery 359
 Layla Production Inc. 206
 Lehr Inc., Lewis 360
 Levin Group, The Bruce 437
 Lilac Festival Arts & Crafts Show 393
 Limner Gallery 361
 Long Island Photo Workshop 449
 Lutheran Forum 96
 Magazine Antiques, The 97
 Main Street Gallery, The 363
 Marshad Technology Group 301
 McGaw Graphics, Inc., Bruce 225
 McKay Photography, Colleen 438
 Medical File Inc., The 274
 Metrosourc Magazine 97
 Mitchell Studios Design Consultants 301
 Mizerek Advertising, Inc. 301
 Montauk Point Lions Club 393
 Music Sales Group 209
 Na'amat Woman 101
 Natural History Magazine 102
 New York State Conservationist Magazine 105
 New York Times Magazine 151
 New York Times on the Web, The 151
 Newsweek 105
 Nikon School of Photography 452
 911 Pictures 275
 NOVUS 302
 Northeast Photo Adventure Series Workshops 452
 Norton and Company, W.W. 210
 NYU Tisch School of the Arts 452
 O.K. Harris Works of Art 369
 Omni-Photo Communications 276
 ONE 112

- Opalka Gallery 370
 Organization of Independent Artists 371
 Owen Publishers, Inc., Richard C. 211
 Page, Jackie 438
 Pawling Arts & Crafts Festival 393
 Penthouse 115
 Pfaffman Gallery, Scott 373
 Phoenix Gallery 373
 Photo Adventure Tours 453
 Photo Researchers, Inc. 281
 Photographic Arts Center 453
 Plantstock.com 285
 Plastics Technology 178
 Poets & Writers Magazine 117
 Posey School 303
 POZ Magazine 118
 Prakapas Gallery 375
 Professional Photographer's Society of New York State Photo Workshops 454
 Queens College Art Center 376
 Reform Judaism 120
 Registered Rep. 182
 Retailers Forum 184
 Rochester Contemporary 376
 Rolling Stone 121
 Rotunda Gallery, The 376
 Rugby Magazine 122
 Saks Associates, Arnold 303
 Salt Water Sportsman 124
 Sander, Vicki/Folio Forums 439
 Schecterson Associates, Jack 303
 Scholastic Magazines 124
 School Guide Publications 214
 Scientific American 125
 Security Dealer 184
 Seventeen Magazine 125
 Silver Moon Press 215
 Sports Illustrated 129
 Springfest and Septemberfest 394
 State of the Art 379
 StockMedia.net 292
 Studio: An Alternative Space for Contemporary Art, The 380
 Successful Meetings 185
 Surface Magazine 131
 Synchronicity Fine Arts 380
 Syracuse Arts & Crafts Festival 394
 Syracuse Cultural Workers 229
 Syracuse New Times 153
 Take a Photographic Journey of a Lifetime 458
 Tennis Week 132
 Throckmorton Fine Art 381
 TIME 134
 Tobacco International 186
 Tobol Group, Inc. 303
 Travel + Leisure 137
 Tricycle 137
 Truppe, Doug 440
 TV Guide 138
 Upstream Gallery 384
 Vanity Fair 139
 Victorian Chautauqua, A 411
 Vintage Books 216
 Viridian Artists, Inc. 385
 Warner Books 217
 Washington Square Outdoor Art Exhibit 394
 Wickiser Gallery, Walter 387
 Wild Wind Folk Art & Craft Festival 395
 Wine & Spirits 144
 Woman Engineer 188
 Woodstock Photography Workshops 460
 World Fine Art Gallery 388
 Yale Robbins Publications, LLC 189
 Yeshiva University Museum 388
- NORTH CAROLINA**
 Aerial Photography Services 192
 Apple Chill & Festifall 396
 Bird Times 54
 Blount-Bridgers House/Hobson Pittman Memorial Gallery 330
 Boeberitz Design, Bob 305
 Campbell Folk School, John C. 444
 Cats & Kittens 64
 Church Street Art & Craft Show 397
 Dog & Kennel 73
 Foothills Crafts Fair 398

Gray Gallery, Wellington B. 346
 Hansley Gallery, Lee 347
 Holly Arts & Crafts Festival 399
 IGA Grocergram 171
 International Folk Festival 399
 Lazy River Arts & Craft Festival 400
 Light Factory, The 361, 449
 North Carolina Literary Review 106
 Novastock 275
 QSR 181
 Springfest 402
 Sun, The 130
 Teen Light 132
 Today's Photographer International 135

NORTH DAKOTA

Fargo's Downtown Street Fair 407
 Northwest Art Center 369
 Painet Inc. 279
 Taube Museum of Art, Lillian & Coleman 380

OHIO

Aftermarket Business 156
 Akron Arts Expo 403
 American Motorcyclist 48
 American School Health Association 193
 Bachman Design Group 306
 Bee Culture 161
 Bird Watcher's Digest 54
 Black Swamp Arts Festival 406
 Bright Light Visual Communications 307
 Cain Park Arts Festival 406
 Centerville/Washington Township Americana Festival 407
 Chardon Square Arts Festival 407
 Cleveland Magazine 66
 Contemporary Arts Center, The 336
 Corcoran Fine Arts Limited, Inc. 337
 CropLife 165
 Dayton Art Institute, The 338
 Family Motor Coaching 77
 FAVA (Firelands Association for the Visual Arts) 342

Fifty Something Magazine 79
 Fur-Fish-Game 82
 Hoof Beats 88
 Hywet Hall & Gardens Wonderful World of Ohio Mart, Stan 409
 Image Finders, The 266
 Jividen's "Naturally Wild" Photo Adventures 448
 Kent State University School of Art Galleries 358
 Liggett Stashower Advertising, Inc. 309
 Lohre & Associates Inc. 309
 McDonough Museum of Art 364
 Metal Farm 97
 Nature Friend 103
 Over the Back Fence 113
 Photographer's Market 212
 Plastics News 178
 Pump House Center for the Arts 375
 Restaurant Hospitality 183
 Water Well Journal 188
 Writer's Digest 144

OKLAHOMA

Individual Artists of Oklahoma 350
 Oklahoma Today 111
 Paseo Arts Festival 419
 Persimmon Hill Magazine 115
 Stillwater Arts & Heritage Festival 420
 Strawberry Junction Arts & Crafts Show 420
 Sun Fest, Inc. 421
 Tulsa International Mayfest 421
 Untitled [ArtSpace] 383

OREGON

Bear Deluxe Magazine, The 53
 Catholic Sentinel 148
 Creative Company 318
 Crumb Elbow Publishing 200
 540 Rider 79
 Graphic Arts Center Publishing Company 203, 224
 Leach Gallery, Elizabeth 360

National Masters News 151
 Northwest Travel Magazine 107
 Oregon Coast Magazine 112
 Oregon College of Art and Craft 452
 Outback Ranch Outfitters 452
 Photographic Image Gallery 374
 Schmidt Design, Henry 319
 Skipping Stones 127
 Stock Pipe Line 291
 Viewfinders 296
 White Gallery—Portland State University 387
 Youth Runner Magazine 145

PENNSYLVANIA

Backpacker Magazine 52
 Borough News Magazine 56
 Bowhunter 57
 Brew House Space 101 330
 Camerique Inc. International 250
 Christmas Craft Show 391
 Codorus Summer Blast 391
 Day in Towne, A 391
 Demuth Museum 339
 Fair in the Park, A 392
 Fly Fisherman 80
 Ford City Heritage Days 392
 Goodman Inc., Tom 435
 HamptonDesign Group 300
 Healing Lifestyles & Spas Magazine 87
 Heilman Photography, Inc., Grant 264
 Herald Press 204
 Highlights for Children 87
 Image Connection America, Inc. 224
 Lehigh University Art Galleries 360
 McDonald Wildlife Photography Workshops and Tours, Joe & Mary Ann 450
 Natural Tapestries 451
 Pearlstein Gallery, Leonard 372
 Pennsylvania 114
 Pennsylvania Angler & Boater 114
 Pennsylvania Game News 115
 Pentimenti Gallery 372

Photomedia Center, The 374
 Pittsburgh City Paper 151
 Police and Security News 178
 Print Center, The 375
 Robertstock 287
 Running Press Book Publishers 213
 Schmidt/Dean Spruce 377
 State Museum of Pennsylvania, The 379
 Top Producer 186
 VIREO (Visual Resources for Ornithology) 296
 Westmoreland Art Nationals 395
 Women's Health Group 217
 Zahn & Associates, Spencer 304

RHODE ISLAND

America House Communications 300
 Arnold Art 323
 Cruising World 71
 Envision 258
 Fine Arts Center Galleries/University of Rhode Island 342
 Hera Educational Foundation and Art Gallery 348
 Rhode Island Monthly 121
 Sailing World 123

SOUTH CAROLINA

Sandlapper Magazine 124
 Turkey Call 138
 Wild Wings Photo Adventures 459

SOUTH DAKOTA

Dakota Outdoors 72
 South Dakota Art Museum 378
 Watertown Public Opinion 154

TENNESSEE

Arrowmont School of Arts and Crafts 442
 Bennett Galleries and Company 328
 Bridge Bulletin, The 59
 Chess Life 64
 Cory Photography Workshops 445

Ducks Unlimited 75
 Edelstein Gallery, Paul 340
 Germantown Festival 398
 Ideals Magazine 89
 Ketner's Mill County Arts Fair 399
 Nature Photography Workshops,
 Great Smoky Mountain Institute
 at Tremont 451
 Now & Then 107
 Rural Heritage 122
 Smithville Fiddlers' Jamboree and
 Craft Festival 402

TEXAS

Absey and Co. Inc. 192
 Blossom Street Gallery & Sculpture
 Garden 329
 Boys' Life 57
 Campbell Contemporary Art,
 William 331
 Chivalry Bookshelf 197
 Cleary Gallery, John 335
 Dallas Center for Contemporary
 Art, The 338
 Dockery House Publishing, Inc.
 200
 Dykeman Associates, Inc. 313
 Englander Photography Work-
 shops & Tours, Joe 446
 F8 Fine Art Gallery 342
 Holt, Rinehart and Winston 204
 Jude Studios 315
 Museum of Printing History 367
 New Gallery/Thom Andriola 368
 Progressive Rentals 180
 Roggen Advertising and Public Re-
 lations, Ted 317
 Select Art 378
 Southwest Airlines Spirit 128
 SRO Photo Gallery at Landmark
 Arts 379
 Stock Options® 291
 Stockyard Photos 293
 Streetpeople's Weekly News 152
 Texas Gardener Magazine 132
 Texas Highways 132
 Texas Monthly 133

Texas Poetry Journal 133
 Texas Realtor Magazine 186
 Tide Magazine 134
 Underground Construction 187
 Women & Their Work Art Space
 387
 World Sports & Entertainment 144

UTAH

Alderman's Slickrock Adventures
 442
 Classical Singer 164
 Phillips Gallery 373
 Portfolio Graphics, Inc. 227
 St. George Art Festival 420

VERMONT

American Angler 47
 Art in the Park Fall Foliage Festival
 390
 Cone Editions Workshops 445
 Countryman Press, The 198
 Hunger Mountain 88
 Inner Traditions/Bear & Company
 205
 Northern Woodlands 106
 Russian Life Magazine 123
 Toward Freedom 135
 Transitions Abroad 136
 Vermont Life 139

VIRGINIA

Air Line Pilot 156
 American Gardener, The 48
 American Hunter 48
 American Youth Philharmonic Or-
 chestras, The 304
 Animal Trails 49
 Archaeology 147
 Army Magazine 159
 Art in the Park 396
 Baseball 53
 BedTimes 160
 Blue Ridge Country 56
 Bridal Guides 58
 Chronicle of the Horse, The 66
 Cousteau Kids 70

Dale Photographic Workshops,
Bruce 446
Dance 72
ESL Teacher Today 167
Floral Management Magazine 169
Ghost Town 83
Holiday Arts & Crafts Show 399
Log Home Living 36
Military Officer Magazine 174
Multiple Exposures Gallery 366
National Rural Letter Carrier, The
174
Parking Professional, The 176
Photo Agora 280
Photo Associates News Service/
Photo International 280
Pungo Strawberry Festival 401
Ranger Rick 120
Revolutionary War Tracks 120
Roanoker, The 121
Science Scope 184
Second Street Gallery 377
Shell Photo Workshops, Bob 458
Shenandoah Photographic Work-
shops 458
Shooting Sports USA 126
Sidewalk Art Show 402
Steppin' Out 402
Textile Rental Magazine 186
University of Richmond Museums
383
Virginia Center for the Creative
Arts 459
War Cry, The 140
White Canvas Gallery 386

WASHINGTON

Anacortes Arts Festival 421
ArtVisions™ 220
Barnett Advertising/Design, Au-
gustus 317
Beene News, Charles 147
Benham Studio Gallery 328
BetterPhoto.com Online Photogra-
phy Courses 443
Black and White Photographic
Workshops 443

Branches 57
Canoe & Kayak 60
Cleaning Consultant Services 197
Coupeville Arts Center/Photogra-
phy 446
Fishing and Hunting News 149
Getty Images 263
Hackett, Pat/Artist Representative
436
Harper Studios, Inc. & EcoStock
Photography 263
Harris Gallery, James 347
Home Education Magazine 88
Mill Creek View 151
Northern Exposures 452
OnRequest Images 277
Outdoor Empire Publishing, Inc.
211
Pacific Fishing 176
Photographic Arts Workshops 454
Photographic Center Northwest
454
Photokunst 438
Tri-Art Gallery 382
Tulip Festival Street Fair 423
Van Os Photo Safaris, Inc., Joseph
459
Washington Trails 141

WEST VIRGINIA

Appalachian Trail Journeys 50
AppaLight 243
Christmas in November 396
Elizabethtown Festival 397
Mexico Photography Workshops
450
Mountain State Forest Festival 400
Photography Art 374
Summer Arts and Crafts Festival
411

WISCONSIN

Anchor News 49
AQUA Magazine 158
Art Fair on the Courthouse Lawn
405
Astronomy 50

Athletic Business 159
 Backyard Living 52
 Birder's World 55
 Birds & Blooms 56
 Charlton Photos, Inc. 251
 Country 70
 Country Arts & Crafts Fair 407
 Crossman Gallery 337
 Deer and Deer Hunting 73
 Farm & Ranch Living 77
 Finescale Modeler 79
 Good Old Summertime Art Fair 408
 Packer Report 151
 Progressive, The 119
 Referee 182
 Reiman Media Group, Inc. 213, 228
 Reminisce 120
 Sailing 123

sellphotos.com 456
 Small Business Times 185
 State Street Gallery 379
 Trails Media Group 230
 Turkey & Turkey Hunting 138
 Weinstein Gallery 386
 WinnebagoLand Art Fair 411
 Wisconsin Architect 188
 Wisconsin Snowmobile News 144
 Wisconsin Union Galleries 387
 Zakis Photographer, Aivars 460

WYOMING

Nicolaysen Art Museum & Discovery Center 369
 Wyoming Companion Magazine, The 145
 Yellowstone Association Institute 460

International Index

This index lists photo markets located outside the United States. Most of the markets are located in Canada and the United Kingdom. To work with markets located outside your home country, you will have to be especially professional and patient.

ARGENTINA

Comesaña-Agencia de Prensa/
Banco Fotográfico, Eduardo 252
Fotoscopio 262

AUSTRALIA

Ant Photo Library 242
Auscape International 246
Australian Picture Library 247
Austral-International Photographic
Library P/L 246
DW Stock Picture Library (DWSPL)
256
Lonely Planet Images 272
Photolibrary.com 283
Wildlight Photo Agency 297

BELGIUM

Eureka-Slide 259
Isopix 268

BRAZIL

Opcao Brasil Imagens 277

BRITISH WEST INDIES

Times of the Islands 134

CANADA

AAA Image Makers 235
Advanced Manufacturing 156

Alternatives Journal 46
Arnold Publishing Ltd. 194
Art in Motion 220
Ascent Magazine 50
BC Outdoors: Hunting & Shooting
53
BC Outdoors: Sport Fishing & Out-
door Adventure 53
Blackflash 56
Boston Mills Press 196
Briarpatch 58
Canada Lutheran 59
Canadian Guernsey Journal 163
Canadian Homes & Cottages 59
Canadian Rodeo News 60
chickaDEE Magazine 65
Chirp Magazine 65
Dawson College Centre for Train-
ing and Development 446
Dogs in Canada 74
Duck Soup Graphics, Inc. 318
ECW Press 201
Faith Today 77
Fifth House Publishers 202
Gallant, André/Freeman Patterson
Photo Workshops 447
Georgia Straight 83
Gospel Herald 84
Guernica Editions, Inc. 203
Heating Plumbing Air Conditioning
(HPAC) Magazine 170

Lawyers Weekly, The 150
 Magenta Publishing for the Arts 208
 Manitoba Teacher, The 173
 Masterfile 273
 MAXX Images, Inc. 273
 Meetings and Incentive Travel 173
 Musclemag International 100
 Northwest Territories Explorer's Guide 175
 Outdoor Canada 113
 OWL Magazine 113
 Oxygen 114
 Pacific Yachting Magazine 114
 Ponkawonka Inc. 285
 Posters International 227
 Prairie Journal, The 118
 Quetico Photo Tours 456
 Rafelman Fine Arts, Marcia 376
 Stock Foundry Images 290
 sub-TERRAIN Magazine 130
 Sun.Ergos 319
 Take Stock Inc. 293
 Teldon 230
 Toronto Sun Publishing 153
 Up Here 139
 Visitor's Choice Magazine 216
 Warne Marketing & Communications 319
 WaveLength Magazine 142
 Western Producer, The 154

CAYMAN ISLANDS

Church Personal Underwater Photography Courses, Cathy 444

CZECH REPUBLIC

Spectrum Pictures 288

ECUADOR

Archivo Criollo 243

FINLAND

Pan Horama 453

FRANCE

BSIP 249
 Etherton Gallery 341

Photography in Provence 454
 Pyrenees Exposures 456

GERMANY

A + E 242
 Foto-Press Timmermann 261
 Images.de Digital Photo GmbH 266
 Okapia K.G. 276
 StockFood GmbH (The Food Image Agency) 292

GREECE

MythGallery.com 368
 Outram's Travel Photography Workshops, Steve 452
 Oxygen Gallery 371

HOLLAND

Benelux Press B.V. 247

HONG KONG

Argus Photoland, Ltd. (APL) 243
 Photolife Corporation Ltd. 283

INDIA

Dinodia Photo Library 255
 Sanghavi Enterprises Pvt. Ltd. 228
 Stock Transparency Services/STSimages 291

IRELAND

Burren College of Art Workshops 444
 Irish Image Collection, The 268

ISRAEL

Allpix Photo Agency 239
 Land of the Bible Photo Archive 271

ITALY

Cortona Center of Photography, Italy, The 445
 I.C.P. International Colour Press 265
 Photo Stock/Granataimages.com 282

JAPAN

Aflo Foto Agency 236
 Keyphotos International 269
 PLANS, Ltd. (Photo Libraries and
 News Services) 284

NETHERLANDS

Lineair Fotoarchief, B.V. 271

NEW ZEALAND

Focus New Zealand Photo Library
 Ltd. 261

NORWAY

Creative Stock Images 253

SINGAPORE

Asia Images Group 245
 OnAsia 276

SPAIN

Age Fotostock 237
 Visual & Written 296

THAILAND

Photobank-Bangkok 282

UNITED KINGDOM

Ace Stock Limited 236
 Ancient Art & Architecture Collec-
 tion, Ltd., The 241
 Andes Press Agency 241
 ArkReligion.com 244
 Art Directors & Trip Photo Library
 244
 Bird Watching Magazine 54
 Blake Photo Library Ltd., The An-
 thony 248
 Camera Press Ltd. 250
 Capital Pictures 250
 Church of England Newspaper,
 The 149
 Cordaiy Photo Library Ltd., Sylvia
 253
 Digital Photo 73

E & E Picture Library 257
 Ecoscene 257
 Educational Images 257
 Empics 258
 EOS Magazine 76
 Eye Ubiquitous/Hutchinson 260
 Ffotograff 260
 Flight Collection, The 260
 France Magazine 81
 Heritage Railway Magazine 87
 Horizon International Images Lim-
 ited 264
 Hutchison Picture Library 265
 Insight Guides 205
 Jayawardene Travel Photo Library
 269
 Lebrecht Music & Arts Photo Li-
 brary 271
 Link Picture Library 272
 Lonely Planet Images 272
 Medical On Line Ltd. 274
 Motoring & Leisure 99
 NewDesign Magazine 175
 Oxford Scientific (OSF) 278
 Papilio Natural History Library 280
 People Management 176
 Period Ideas 115
 Pilot Magazine 116
 Pitcher Photo Library, Sylvia 284
 Planet 116
 Quarto Publishing Plc. 213
 Santoro Graphics Ltd. 228
 Skyscan Photolibrary 288
 Sunday Post, The 153
 Total 911 135
 Travel Ink Photo Library 294
 Traveller 137
 TRH Pictures 294
 Triumph World 138
 Tropix Photo Library 295
 World Pictures 297
 World Religions Photo Library 298
 World Tobacco 189

VIRGIN ISLANDS

Henle Studio, Maria 348

Subject Index

This index can help you find buyers who are searching for the kinds of images you are producing. Consisting of markets from the Publications, Book Publishers, Greeting Cards, Posters & Related Products, Stock Photo Agencies, Advertising, Design & Related Markets, and Galleries sections, this index is broken down into 48 different subjects. If, for example, you shoot outdoor scenes and want to find out which markets purchase this material, turn to the categories Landscapes/Scenics and Environmental.

Adventure

Accent Alaska/Ken Graham
Agency 235

Ace Stock Limited 236

Adirondack Lakes Center for the
Arts 322

Aflo Foto Agency 236

After Five Magazine 45

Age Fotostock 237

Alaska Stock Images 239

AMC Outdoors 46

AOPA Pilot 158

Appalachian Mountain Club Books
194

AppaLight 243

Aquarius 147

Archaeology 147

Archivo Criollo 243

Arsenal Gallery, The 324

Art Directors & Trip Photo Library
244

Art Directors Club, The 324

Art Without Walls, Inc. 325

Art@Net International Gallery 325

Aurora Photos 246

Australian Picture Library 247

Austral-International Photographic
Library P/L 246

Backpacker Magazine 52

Balzekas Museum of Lithuanian
Culture Art Gallery 327

Bear Deluxe Magazine, The 53

Bear Enthusiast Marketing Group
311

Benelux Press B.V. 247

Bettcher Gallery-Miami 329

Blossom Street Gallery & Sculpture
Garden 329

Blue Ridge Country 56

Boeberitz Design, Bob 305

Bon Art/Artique/Art Resources
Int., Ltd. 221

Borealis Press, The 221

Bowhunter 57

Boys' Life 57

Brentwood Magazine 58

Bridal Guides 58

Business of Art Center 331

Canoe & Kayak 60

Cape Cod Life Including Martha's
Vineyard & Nantucket 60

Capitol Complex Exhibitions 332

Carmichael-Lynch, Inc. 307

chickaDEE Magazine 65

Chirp Magazine 65

- Cleary Gallery, John 335
- Cleveland Magazine 66
- Cliff & Associates 312
- Coleman Photo Library, Bruce 252
- Comesaña-Agencia de Prensa/
Banco Fotográfico, Eduardo 252
- Continental Newstime 69
- Cordaiy Photo Library Ltd., Sylvia
253
- Creative Company, The 199
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- Cycle California! Magazine 72
- DDB Stock Photography, LLC 254
- Dinodia Photo Library 255
- DK Stock, Inc. 255
- Duck Soup Graphics, Inc. 318
- Dwan Gallery, Candace 339
- Easyriders Magazine 76
- Elks Magazine, The 76
- ESL Teacher Today 167
- Eureka-Slide 259
- Field & Stream 78
- Fifty Something Magazine 79
- Focus New Zealand Photo Library
Ltd. 261
- Foto-Press Timmermann 261
- Fotoscopio 262
- France Today 81
- Gallery Magazine 82
- Georgia Backroads 83
- Ghost Town 83
- Grafica 314
- Graphic Arts Center Publishing
Company 203
- Graphic Design Concepts 314
- Harper Studios, Inc. & EcoStock
Photography 263
- Haslem Gallery, Jane 347
- Healing Lifestyles & Spas Magazine
87
- Horizon International Images Lim-
ited 264
- Icebox Quality Framing & Gallery
350
- Immigrant Ancestors 89
- In The Wind 89
- Interval World 91
- Jeroboam 269
- Keyphotos International 269
- Kieffer Nature Stock 270
- Kramer and Associates, Inc., Joan
271
- Lakestyle 95
- Landing Gallery 359
- Le Petit Musee@Wild Sage 360
- Leepa-Rattner Museum of Art 360
- Limited Editions & Collectibles 361
- Lineair Fotoarchief, B.V. 271
- Link Picture Library 272
- Markeim Art Center 363
- Marlboro Gallery 364
- Mesa Contemporary Arts at Mesa
Arts Center 364
- Metrosource Magazine 97
- Missouri Life 99
- Monderer Design 301
- Montana Magazine 99
- Multiple Exposures Gallery 366
- Mushing 100
- Northern Woodlands 106
- Northwest Art Center 369
- Northwest Territories Explorer's
Guide 175
- Northwestern University Dittmar
Memorial Gallery 369
- Novastock 275
- NOVUS 302
- Now & Then 107
- Okapia K.G. 276
- Oklahoma Today 111
- OnAsia 276
- OnRequest Images 277
- Orlando Gallery 371
- Owen Publishers, Inc., Richard C.
211
- OWL Magazine 113
- Pacific Stock 278
- Pacific Yachting Magazine 114
- Paddler Magazine 114
- Painet Inc. 279
- Panoramic Images 279
- Persimmon Hill Magazine 115
- Photobank-Bangkok 282

photo-eye Gallery 373
 Pilot Getaways 177
 Portfolio Graphics, Inc. 227
 Quarto Publishing Plc. 213
 Rainbow 286
 Ranger Rick 120
 Revolutionary War Tracks 120
 Rigby Education 213
 Roggen Advertising and Public Relations, Ted 317
 Sail Magazine 123
 Sailing 123
 Sailing World 123
 Salt Water Sportsman 124
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Sportslight Photo 289
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Superstock Inc. 293
 Take Stock Inc. 293
 Talli's Fine Art 380
 Teldon 230
 Tide-Mark Press 230
 Times of the Islands 134
 Trail Runner 136
 Travel Ink Photo Library 294
 Tri-Art Gallery 382
 Tropix Photo Library 295
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Up Here 139
 Upstream People Gallery 384
 Viewfinders 296
 Visual & Written 296
 Washington County Museum of Fine Arts 386
 Washington Trails 141
 WaveLength Magazine 142

Wildlight Photo Agency 297
 Women's Center Art Gallery 387

Agriculture

Absey and Co. Inc. 192
 Accent Alaska/Ken Graham Agency 235
 Aflo Foto Agency 236
 Age Fotostock 237
 AGStockUSA Inc. 237
 AKM Images, Inc. 238
 Alabama Living 46
 Andes Press Agency 241
 Animal Trails 49
 Animals Animals/Earth Scenes 241
 AppaLight 243
 Archaeology 147
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Bee Culture 161
 Beef Today 161
 Belian Art Center 328
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Biological Photo Service and Terraphotographics 248
 Brewers Association 196
 Bridal Guides 58
 California Views/Mr. Pat Hathaway Historical Photo Collection 249
 Canadian Guernsey Journal 163
 Capitol Complex Exhibitions 332
 Charlton Photos, Inc. 251
 Chinastock 251
 Cleary Gallery, John 335
 Cliff & Associates 312
 Cobblestone 66

- Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Country 70
 Creative Company 318
 Creative Company, The 199
 Creative Homeowner 200
 Creative Stock Images 253
 CropLife 165
 Crumb Elbow Publishing 200
 Dairy Today 165
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 D W Stock Picture Library (DWSPL)
 256
 Ecoscene 257
 Envision 258
 ESL Teacher Today 167
 Eureka-Slide 259
 Farm & Ranch Living 77
 Farm Journal 167
 Ffotograff 260
 Focus New Zealand Photo Library
 Ltd. 261
 Fotoscopio 262
 Freefall 81
 Freeport Arts Center 343
 Friedentag Photographics 313
 Fruit Growers News, The 169
 Fundamental Photographs 262
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Grain Journal 170
 Graphic Design Concepts 314
 Grit Magazine 85
 Harper Studios, Inc. & EcoStock
 Photography 263
 Heilman Photography, Inc., Grant
 264
 Hereford World 171
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Horizon International Images Lim-
 ited 264
 Hutchison Picture Library 265
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Isopix 268
 Jeroboam 269
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Markeim Art Center 363
 Medical File Inc., The 274
 Multinational Monitor 100
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 National Geographic 102
 Nevada Farm Bureau Agriculture
 and Livestock Journal 175
 Northern Woodlands 106
 Northwest Art Center 369
 NOVUS 302
 Now & Then 107
 Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Orlando Gallery 371
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Painet Inc. 279
 Photo Agora 280
 Photo Edit 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Planet 116
 Planning 178

Plantstock.com 285
 Plastics Technology 178
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Pump House Center for the Arts 375
 Quick Frozen Foods International 181
 Reiman Media Group, Inc. 228
 Revolutionary War Tracks 120
 Rural Heritage 122
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 SouthComm Publishing Company, Inc. 127
 Southside Gallery 378
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 StockFood GmbH (The Food Image Agency) 292
 Sun, The 130
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Take Stock Inc. 293
 Taste for Life 131
 Taube Museum of Art, Lillian & Coleman 380
 Tobacco International 186
 Top Producer 186
 Travel Ink Photo Library 294
 Tri-Art Gallery 382
 Tropix Photo Library 295
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Vermont Life 139
 Viewfinders 296
 Visual & Written 296
 Voyageur Press 216
 Washington County Museum of Fine Arts 386
 Waveland Press, Inc. 217
 Western Producer, The 154
 White Canvas Gallery 386

Wildlight Photo Agency 297
 World Tobacco 189

Alternative Process

Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 Alaska Stock Images 239
 Animal Trails 49
 Archaeology 147
 Archivo Criollo 243
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Forms 324
 Art in Motion 220
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Arts on Douglas 326
 Artworks Gallery 326
 Ascent Magazine 50
 Ashland Arts/Icon Studios 327
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Avionics Magazine 160
 Axis Gallery 327
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Bell Studio 328
 Benham Studio Gallery 328
 Bennett Galleries and Company 328
 Bettcher Gallery-Miami 329
 Blackflash 56
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Book Beat Gallery 330
 Branches 57
 Brewers Association 196
 Bridal Guides 58
 Bunnell Street Gallery 331
 Business of Art Center 331

- Center for Exploratory and Perceptual Art 332
- Center for Fine Art Photography, The 332
- Center Gallery at Old Church 334
- CEPA Gallery 334
- Chapman Friedman Gallery 335
- Chronogram 66
- Clark Gallery, Catharine 335
- Cleary Gallery, John 335
- Cliff & Associates 312
- Contemporary Arts Center 336
- Contemporary Arts Center, The 336
- Contemporary Arts Collective 336
- Corporate Art Source/CAS Gallery 337
- Co/So: Copley Society of art 335
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- CSPS 338
- Curlee Gallery, Ellen 338
- Dance 72
- Delaware Center for the Contemporary Arts 338
- Design & More 308
- Detroit Focus 339
- Dinodia Photo Library 255
- Dorsky Museum of Art, Samuel 339
- Duck Soup Graphics, Inc. 318
- Eastman House, George 339
- Edelstein Gallery, Paul 340
- eMediaLoft.org 340
- ESL Teacher Today 167
- Eureka-Slide 259
- Everson Museum of Art 341
- Fahey/Klein Gallery 341
- Fifty Something Magazine 79
- Flatfile 342
- Focal Point Gallery 343
- Fort Ross Inc. 202
- Ft. Myers Magazine 81
- Galaxy of Graphics, Ltd. 223
- Gallant Greetings Corp. 223
- Gallery M, A Michael Murphy Company 344
- Gallery North 345
- Gering Gallery, Sandra 345
- Ghost Town 83
- Grafica 314
- Grand Rapids Magazine 84
- Graphic Design Concepts 314
- Hallwalls Contemporary Arts Center 346
- HamptonDesign Group 300
- Hansley Gallery, Lee 347
- Harper's Magazine 86
- Harwood Museum of Art, The 347
- Havu Gallery, William 347
- Hemphill 348
- Henry Street Settlement/Abrons Art Center 348
- Heuser Art Center Gallery & Hartmann Center Art Gallery 349
- Hopper House Art Center, Edward 349
- Horizon International Images Limited 264
- Houk Gallery, Edwynn 350
- Huntsville Museum of Art 350
- Icebox Quality Framing & Gallery 350
- Illinois State Museum Chicago Gallery 350
- Image Connection America, Inc. 224
- Immigrant Ancestors 89
- Index Stock Imagery, Inc. 267
- Indianapolis Art Center 350
- Individual Artists of Oklahoma 350
- Isopix 268
- Jackson Fine Art 351
- Jonson Gallery, University of New Mexico 358
- Journal of Asian Martial Arts 92
- Keyphotos International 269
- Kramer and Associates, Inc., Joan 271
- L.A. Art Association/Gallery 825 359
- Landing Gallery 359
- Le Petit Musee@Wild Sage 360
- Leepa-Rattner Museum of Art 360
- Light Factory, The 361
- Limited Editions & Collectibles 361
- Limner Gallery 361

Markeim Art Center 363
 Marlboro Gallery 364
 Masur Museum of Art 364
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metal Farm 97
 Miller Gallery, Peter 365
 Monderer Design 301
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Museum of Printing History 367
 New Grounds Gallery 368
 New York Times on the Web, The
 151
 newWitch 105
 Northwest Art Center 369
 NOVUS 302
 Noyes Museum of Art, The 369
 Painet Inc. 279
 Palo Alto Art Center 371
 Panoramic Images 279
 Parkland Art Gallery 371
 People Management 176
 Pepper Gallery 372
 Peters Valley Craft Center 372
 Pfaffman Gallery, Scott 373
 Phoenix Gallery 373
 Photo Gallery, The 373
 PHOTO Techniques 116
 photo-eye Gallery 373
 Photographic Resource Center 374
 Photomedia Center, The 374
 Polk Museum of Art 375
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posters International 227
 Prairie Journal, The 118
 Rafelman Fine Arts, Marcia 376
 Ralls Collection Inc., The 376
 Recycled Paper Greetings, Inc. 227
 Revolutionary War Tracks 120
 Rockford Review 121
 Rolling Stone 121

San Diego Art Institute's Museum
 of the Living Artist 377
 Schmidt/Dean Spruce 377
 Scholastic Library Publishing 214
 Shots 126
 Soho Myriad 378
 Soundlight 306
 South Dakota Art Museum 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 State Museum of Pennsylvania,
 The 379
 State of the Art 379
 Stickman Review 130
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 sub-TERRAIN Magazine 130
 Sun, The 130
 Syracuse Cultural Workers 229
 Syracuse New Times 153
 Talli's Fine Art 380
 Touchstone Gallery 381
 UCR/California Museum of Pho-
 tography 382
 Upstream People Gallery 384
 Viewfinders 296
 Villa Julie College Gallery 384
 Viridian Artists, Inc. 385
 Visual Arts Center of Northwest
 Florida 385
 Visual Arts Gallery 385
 Washington County Museum of
 Fine Arts 386
 Women & Their Work Art Space
 387
 Women's Center Art Gallery 387

Architecture

Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237

- Ancient Art & Architecture Collection, Ltd., The 241
 Andes Press Agency 241
 Animal Trails 49
 Archaeology 147
 Architectural Lighting 158
 Archivo Criollo 243
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Resource 245
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Arts Iowa City 326
 Ashland Arts/Icon Studios 327
 Atlanta Homes & Lifestyles 51
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Automated Builder 159
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Belian Art Center 328
 Benham Studio Gallery 328
 Bennett Galleries and Company 328
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture Garden 329
 Boeberitz Design, Bob 305
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Bramson + Associates 311
 Branches 57
 Brentwood Magazine 58
 Bridal Guides 58
 Calliope 59
 Canadian Homes & Cottages 59
 Cape Cod Life Including Martha's Vineyard & Nantucket 60
 Cape Rock, The 61
 Capitol Complex Exhibitions 332
 Carmichael-Lynch, Inc. 307
 Center for Fine Art Photography, The 332
 Chapman Friedman Gallery 335
 Chatham Press 197
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cobblestone 66
 Coleman Photo Library, Bruce 252
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia 253
 Corporate Art Source/CAS Gallery 337
 Countryman Press, The 198
 Creative Company, The 199
 Creative Homeowner 200
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 Display & Design Ideas 166
 Duck Soup Graphics, Inc. 318
 E & E Picture Library 257
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Ffotograff 260
 Fifty Something Magazine 79
 Flatfile 342
 Focus New Zealand Photo Library Ltd. 261
 Fotoscopio 262
 Freefall 81
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Gallery M, A Michael Murphy Company 344
 Gallery Naga 344
 Gallery North 345
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Guernica Editions, Inc. 203
 Guest Informant 85
 Haddad Gallery, Carrie 346

- Hansley Gallery, Lee 347
 Haslem Gallery, Jane 347
 Hemphill 348
 Henle Studio, Maria 348
 Henry Street Settlement/Abrons
 Art Center 348
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Hutchinson Associates, Inc. 308
 Hutchison Picture Library 265
 Image Finders, The 266
 Iowan Magazine, The 91
 Jadite Galleries 357
 Journal of Property Management
 172
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Lakestyle 95
 Land of the Bible Photo Archive
 271
 Landing Gallery 359
 Landscape Architecture 173
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lehigh University Art Galleries 360
 Log Home Living 96
 Macalester Gallery 362
 Magazine Antiques, The 97
 Markeim Art Center 363
 Marshad Technology Group 301
 Mattei Photography, Michele 273
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metrosourc Magazine 97
 Missouri Life 99
 Monderer Design 301
 Mountain Living 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Art San
 Diego 367
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Museum of Printing History 367
 Na'amat Woman 101
 National Geographic 102
 New Mexico Magazine 105
 New York Times on the Web, The
 151
 Northland Publishing 210
 Northwest Art Center 369
 Northwestern University Dittmar
 Memorial Gallery 369
 NOVUS 302
 Now & Then 107
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Opening Night Gallery 370
 Orlando Gallery 371
 Owen Publishers, Inc., Richard C.
 211
 Painet Inc. 279
 Panoramic Images 279
 Paper Products Design 226
 Pentimenti Gallery 372
 Period Ideas 115
 Persimmon Hill Magazine 115
 photo-eye Gallery 373
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Planning 178
 Portfolio Graphics, Inc. 227
 Posters International 227
 Primavera 118
 Pucker Gallery 375
 Pump House Center for the Arts
 375
 Quarto Publishing Plc. 213
 Rainbow 286
 Ralls Collection Inc., The 376
 Relay Magazine 183
 Reminisce 120
 Remodeling 183
 Rhode Island Monthly 121
 Rights International Group 228
 Roanoker, The 121
 Running Press Book Publishers 213
 San Diego Art Institute's Museum
 of the Living Artist 377

Sandlapper Magazine 124
 Santa Barbara Magazine 124
 Schmidt Art Center, William & Florence 377
 Scholastic Library Publishing 214
 Select Art 378
 Soho Myriad 378
 SouthComm Publishing Company, Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Studio: An Alternative Space for Contemporary Art, The 380
 Superstock Inc. 293
 Surface Magazine 131
 Synchronicity Fine Arts 380
 Talli's Fine Art 380
 Taube Museum of Art, Lillian & Coleman 380
 Teldon 230
 Texas Realtor Magazine 186
 Throckmorton Fine Art 381
 Tide-Mark Press 230
 Times of the Islands 134
 Touchstone Gallery 381
 Travel Ink Photo Library 294
 Tri-Art Gallery 382
 Up and Under 138
 Viewfinders 296
 Visitor's Choice Magazine 216
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 White Productions, Inc., Dana 317
 Wildlight Photo Agency 297
 Wisconsin Architect 188
 Women's Center Art Gallery 387

Woodshop News 189
 Yale Robbins Publications, LLC 189

Automobiles

AAA Midwest Traveler 44
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Aftermarket Business 156
 Age Fotostock 237
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Austral-International Photographic Library P/L 246
 Auto Restorer 51
 Automotive Cooling Journal 159
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Barnett Advertising/Design, Augustus 317
 Bentley Publishers 195
 Bettcher Gallery-Miami 329
 Bramson + Associates 311
 Brentwood Magazine 58
 California Views/Mr. Pat Hathaway Historical Photo Collection 249
 Capstone Press 196
 Carmichael-Lynch, Inc. 307
 Chatham Press 197
 Chinastock 251
 Cleary Gallery, John 335
 Cliff & Associates 312
 Collectible Automobile 67
 Collector Car Market Review 67
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dinodia Photo Library 255
 Duck Soup Graphics, Inc. 318
 Eureka-Slide 259
 Finescale Modeler 79

Fotoscopio 262
 Gallant Greetings Corp. 223
 Gallery Luisotti 344
 Grafica 314
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Highways 87
 Image Finders, The 266
 ITE Journal 171
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Markeim Art Center 363
 MBI Publishing Company 208
 Mesa Contemporary Arts at Mesa Arts Center 364
 Metal Farm 97
 Monderer Design 301
 Motoring & Leisure 99
 Multiple Exposures Gallery 366
 New York Times on the Web, The 151
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Orlando Gallery 371
 Owen Publishers, Inc., Richard C. 211
 Painet Inc. 279
 Panoramic Images 279
 Planning 178
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Reminisce 120
 Saks Associates, Arnold 303
 Scholastic Library Publishing 214
 Select Art 378
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288

Speedway Illustrated 129
 SportsCar 129
 Stack & Associates, Inc., Tom 289
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Superstock Inc. 293
 Tide-Mark Press 230
 Total 911 135
 Touchstone Gallery 381
 TRH Pictures 294
 Triumph World 138
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Washington County Museum of Fine Arts 386
 Zahn & Associates, Spencer 304

Avant Garde

Absey and Co. Inc. 192
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska Stock Images 239
 Animal Trails 49
 Archaeology 147
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Forms 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artworks Gallery 326
 Ascent Magazine 50
 Ashland Arts/Icon Studios 327
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Avionics Magazine 160
 Axis Gallery 327
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53

- Bell Studio 328
 Benelux Press B.V. 247
 Benham Studio Gallery 328
 Bettcher Gallery-Miami 329
 Blackflash 56
 Brainworks Design Group 311
 Bramson + Associates 311
 Branches 57
 Brentwood Magazine 58
 Bridal Guides 58
 Bunnell Street Gallery 331
 Business of Art Center 331
 Capitol Complex Exhibitions 332
 Center for Exploratory and Perceptual Art 332
 Center for Fine Art Photography, The 332
 Center Gallery at Old Church 334
 CEPA Gallery 334
 Chapman Friedman Gallery 335
 Chatham Press 197
 Chronogram 66
 Clark Gallery, Catharine 335
 Cliff & Associates 312
 Contemporary Arts Center 336
 Contemporary Arts Center, The 336
 Contemporary Arts Collective 336
 Corporate Art Source/CAS Gallery 337
 Co/So: Copley Society of art 335
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 CSPS 338
 Dance 72
 Delaware Center for the Contemporary Arts 338
 Design & More 308
 Detroit Focus 339
 Dinodia Photo Library 255
 Dorsky Museum of Art, Samuel 339
 Duck Soup Graphics, Inc. 318
 Edelstein Gallery, Paul 340
 eMediaLoft.org 340
 ESL Teacher Today 167
 Eureka-Slide 259
 Everson Museum of Art 341
 Fahey/Klein Gallery 341
 F8 Fine Art Gallery 342
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Flatfile 342
 Focal Point Gallery 343
 Freefall 81
 Friedentag Photographics 313
 Ft. Myers Magazine 81
 Gallant Greetings Corp. 223
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Gallery North 345
 Gering Gallery, Sandra 345
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Hallwalls Contemporary Arts Center 346
 HamptonDesign Group 300
 Hansley Gallery, Lee 347
 Harper's Magazine 86
 Harwood Museum of Art, The 347
 Henry Street Settlement/Abrons Art Center 348
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Hopper House Art Center, Edward 349
 Horizon International Images Limited 264
 Houk Gallery, Edwynn 350
 Hunger Mountain 88
 Huntsville Museum of Art 350
 Image Connection America, Inc. 224
 Immigrant Ancestors 89
 Indianapolis Art Center 350
 International Photo News 267
 Isopix 268
 Jackson Fine Art 351
 Jadite Galleries 357
 Jonson Gallery, University of New Mexico 358
 Journal of Asian Martial Arts 92
 Journal of Psychoactive Drugs 172
 Keyphotos International 269

- Kramer and Associates, Inc., Joan 271
 Kurtie Modern Art at the Art Hotel, Margeaux 359
 LA Art Association/Gallery 825 359
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Light Factory, The 361
 Limner Gallery 361
 Lizardi/Harp Gallery 361
 Macalester Gallery 362
 Markeim Art Center 363
 Marlboro Gallery 364
 Marshad Technology Group 301
 Masur Museum of Art 364
 Mesa Contemporary Arts at Mesa Arts Center 364
 Metal Farm 97
 Mizerek Advertising, Inc. 301
 Monderer Design 301
 Museo De Arte De Ponce 366
 Museo ItaloAmericano 366
 Museum of Contemporary Art San Diego 367
 Museum of Contemporary Photography, Columbia College Chicago 367
 New York Times on the Web, The 151
 newWitch 105
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Noyes Museum of Art, The 369
 OnAsia 276
 Orlando Gallery 371
 Painet Inc. 279
 Palo Alto Art Center 371
 Panoramic Images 279
 Paper Products Design 226
 Parkland Art Gallery 371
 Pentimenti Gallery 372
 Pfaffman Gallery, Scott 373
 Photo Gallery, The 373
 photo-eye Gallery 373
 Photographic Resource Center 374
 Photomedia Center, The 374
 Polk Museum of Art 375
 Ponkawonka Inc. 285
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posters International 227
 Rainbow 286
 Ralls Collection Inc., The 376
 Revolutionary War Tracks 120
 Rolling Stone 121
 San Diego Art Institute's Museum of the Living Artist 377
 Scholastic Library Publishing 214
 Sentient Publications, LLC 214
 Soho Myriad 378
 Soundlight 306
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 State of the Art 379
 Stickman Review 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Studio: An Alternative Space for Contemporary Art, The 380
 Surface Magazine 131
 Synchronicity Fine Arts 380
 Taube Museum of Art, Lillian & Coleman 380
 Thayer Galleries at the Fox, Jill 381
 Touchstone Gallery 381
 Tri-Art Gallery 382
 UCR/California Museum of Photography 382
 Up and Under 138
 Upstream People Gallery 384
 Urban Institute for Contemporary Arts 384
 Viewfinders 296
 Villa Julie College Gallery 384
 Viridian Artists, Inc. 385
 Visual Arts Center of Northwest Florida 385
 Visual Arts Gallery 385

Washington County Museum of
Fine Arts 386
Weston Fine Art, Edward 386
Women & Their Work Art Space
387
Women's Center Art Gallery 387
Zenith Gallery 388

Babies/Children/Teens

A&B Publishers Group 192
AAP News 156
Absey and Co. Inc. 192
Accent Alaska/Ken Graham
Agency 235
Ace Stock Limited 236
Adirondack Lakes Center for the
Arts 322
Advanced Graphics 220
Aflo Foto Agency 236
Age Fotostock 237
Alabama Living 46
Alaska 46
Alaska Stock Images 239
Allyn & Bacon Publishers 193
American School Health Associa-
tion 193
AppaLight 243
Archaeology 147
Argus Photoland, Ltd. (APL) 243
Art Directors & Trip Photo Library
244
Art Directors Club, The 324
Asia Images Group 245
Atlanta Parent 51
Aurora Photos 246
Australian Picture Library 247
Austral-International Photographic
Library P/L 246
Avanti Press Inc. 221
Babytalk 51
Bachman Design Group 306
Balzekas Museum of Lithuanian
Culture Art Gallery 327
Baseball 53
Beene News, Charles 147
Benelux Press B.V. 247
Bettcher Gallery-Miami 329

Blossom Street Gallery & Sculpture
Garden 329
Blue Ridge Country 56
Boeberitz Design, Bob 305
Borealis Press, The 221
Boys' Life 57
Brainworks Design Group 311
Bramson + Associates 311
Bridal Guides 58
Canada Lutheran 59
Capitol Complex Exhibitions 332
Careers and Colleges Magazine 61
Catholic News Service 251
Center for Fine Art Photography,
The 332
Center Gallery at Old Church 334
Chatsworth Collection, The 222
chickaDEE Magazine 65
Children's Defense Fund 148
Children's Digest 65
Chinastock 251
Chirp Magazine 65
Civitan Magazine 163
Clavier 164
Cleary Gallery, John 335
Cleveland Magazine 66
Cliff & Associates 312
Cobblestone 66
Cohen Motion Picture Production,
Steven 305
Coleman Photo Library, Bruce 252
Comesaña-Agencia de Prensa/
Banco Fotográfico, Eduardo 252
Concord Litho 222
Cordaiy Photo Library Ltd., Sylvia
253
Crabtree Publishing Company 198
CRC Product Services 71
Creative Company 318
Creative Stock Images 253
Dance 72
DDB Stock Photography, LLC 254
Design Conceptions 255
Dinodia Photo Library 255
DK Stock, Inc. 255
Dovetail 74

- DW Stock Picture Library (DWSPL) 256
 Edelstein Gallery, Paul 340
 Educational Images 257
 Envoy 340
 ESL Teacher Today 167
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Farcountry Press 202
 Fellowship 78
 Fencers Quarterly Magazine 78
 Focus New Zealand Photo Library Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 Freefall 81
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Girls Life Magazine/GirlsLife.com 84
 Gospel Herald 84
 Grafica 314
 Grand Rapids Family Magazine 84
 Graphic Design Concepts 314
 Gryphon House 203
 HamptonDesign Group 300
 Haslem Gallery, Jane 347
 Herald Press 204
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Highlights for Children 87
 Home Education Magazine 88
 Horizon International Images Limited 264
 Human Kinetics Publishers 204
 Hutchison Picture Library 265
 Ideals Magazine 89
 Image Connection America, Inc. 224
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company 205
 Insight Magazine 90
 International Visions Gallery 351
 Isopix 268
 Jeroboam 269
 Jones Gallery, Stella 357
 Journal of Adventist Education 172
 Junior Scholastic 92
 Juvenile Diabetes Research Foundation International 92
 Kalliope 93
 Kashrus Magazine 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Ladies Home Journal 94
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lightwave 271
 Link Picture Library 272
 Lucent Books 208
 Luckypix 273
 Lutheran Forum 96
 Manitoba Teacher, The 173
 Markeim Art Center 363
 Masur Museum of Art 364
 MAXX Images, Inc. 273
 Medical On Line Ltd. 274
 Mesa Contemporary Arts at Mesa Arts Center 364
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Na'amat Woman 101
 National Black Child Development Institute 302
 Native Peoples Magazine 102
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302

- Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 ONE 112
 OnRequest Images 277
 Opcao Brasil Imagens 277
 Owen Publishers, Inc., Richard C. 211
 OWL Magazine 113
 Pacific Stock 278
 Painet Inc. 279
 Paper Products Design 226
 Pediatric Annals 176
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photo Stock/Granataimages.com 282
 Photobank-Bangkok 282
 PhotoEdit 282
 photo-eye Gallery 373
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posey School 303
 Positive Images 286
 Primavera 118
 Ralls Collection Inc., The 376
 Ranger Rick 120
 Reading Today 181
 Recycled Paper Greetings, Inc. 227
 Revolutionary War Tracks 120
 Rigby Education 213
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 School Guide Publications 214
 Science Scope 184
 Sentient Publications, LLC 214
 Shine Brightly 126
 Silver Moon Press 215
 Skipping Stones 127
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Spectrum Pictures 288
 Spencer Gifts, LLC 229
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Strang Communications Company 215
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Syracuse Cultural Workers 229
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Throckmorton Fine Art 381
 Tri-Art Gallery 382
 Tricycle Press 215
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Viewfinders 296
 Village Profile 140
 Visitor's Choice Magazine 216
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Women's Health Group 217
 Wyoming Companion Magazine, The 145
 Youth Runner Magazine 145
 Zolan Fine Arts, LLC 231
- Business Concepts**
 AAA Image Makers 235
 Accent Alaska/Ken Graham Agency 235

- Ace Stock Limited 236
 Across the Board Magazine 44
 Aflo Foto Agency 236
 Age Fotostock 237
 Allyn & Bacon Publishers 193
 American Bar Association Journal 157
 Andes Press Agency 241
 AppaLight 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Artwerks Stock Photography 245
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Automotive Cooling Journal 159
 Avionics Magazine 160
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Bedford/St. Martin's 195
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Beverage Dynamics 161
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195
 Brainworks Design Group 311
 Bramson + Associates 311
 Brewers Association 196
 CareerFOCUS Magazine 61
 Careers and Colleges Magazine 61
 Cleveland Magazine 66
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 College PreView Magazine 67
 Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
 Complete Woman 68
 Concord Litho 222
 Construction Bulletin 165
 Creative Company 318
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dairy Today 165
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 Electric Perspectives 166
 eStock Photo, LLC 258
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Ewing Galloway Inc. 259
 Floral Management Magazine 169
 Focus New Zealand Photo Library Ltd. 261
 Fortune 80
 Forum Publishing Co. 203
 Foto-Press Timmermann 261
 Fotoscopio 262
 Friedentag Photographics 313
 Fundamental Photographs 262
 Gallery M, A Michael Murphy Company 344
 Geosynthetics 169
 Grafica 314
 Grand Rapids Business Journal 150
 Graphic Design Concepts 314
 HamptonDesign Group 300
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Horizon International Images Limited 264
 IEEE Spectrum 171
 Image Finders, The 266
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Isopix 268
 Journal of Property Management 172
 Jude Studios 315
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lightwave 271
 Lineair Fotoarchief, B.V. 271
 Link Picture Library 272
 Lohre & Associates Inc. 309
 Luckypix 273
 Marketing & Technology Group 173

Marshad Technology Group 301
 MAXX Images, Inc. 273
 McGraw-Hill 209
 Meetings and Incentive Travel 173
 Mizerek Advertising, Inc. 301
 Monderer Design 301
 Mullin/Ashley Associate 302
 Multinational Monitor 100
 Novastock 275
 NOVUS 302
 OnAsia 276
 OnRequest Images 277
 Pacific Stock 278
 Painet Inc. 279
 Panoramic Images 279
 Pelican Publishing Co. 211
 Photo Edit 281
 Photobank-Bangkok 282
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Plastics Technology 178
 Portfolio Graphics, Inc. 227
 Progressive Rentals 180
 Purestock 286
 QSR 181
 Registered Rep. 182
 Rental Management 183
 Restaurant Hospitality 183
 Roanoker, The 121
 Rotarian, The 122
 Saks Associates, Arnold 303
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scrap 184
 Small Business Times 185
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Still Media 290
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 Strategic Finance 185
 Successful Meetings 185
 Superstock Inc. 293

Take Stock Inc. 293
 Texas Realtor Magazine 186
 Textile Rental Magazine 186
 Tri-Art Gallery 382
 Veterinary Economics 187
 Village Profile 140
 Visual & Written 296
 Warne Marketing & Communications 319
 Washington County Museum of Fine Arts 386
 Wholesaler, The 188
 Wildlight Photo Agency 297
 Writer's Digest 144

Celebrities

Adirondack Lakes Center for the Arts 322
 Advanced Graphics 220
 Aflo Foto Agency 236
 Age Fotostock 237
 AIM Magazine 45
 Allyn & Bacon Publishers 193
 American Motorcyclist 48
 American Turf Monthly 49
 Aquarius 147
 Archaeology 147
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Beene News, Charles 147
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture Garden 329
 Brentwood Magazine 58
 Briarpatch 58
 Bridal Guides 58
 Camera Press Ltd. 250
 Camerique Inc. International 250
 Cape Cod Life Including Martha's Vineyard & Nantucket 60

- Capital Pictures 250
 Center for Fine Art Photography,
 The 332
 Centric Corporation 222
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Complete Woman 68
 Connection Publication of NJ, Inc.,
 The 69
 Continental Newstime 69
 Cosmopolitan 70
 Creative Company, The 199
 Dance 72
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Down Beat Magazine 75
 ECW Press 201
 Edelstein Gallery, Paul 340
 Empire Publishing Service 201
 Envoy 340
 Ethno Images, Inc. 259
 Fahey/Klein Gallery 341
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Fotoscopio 262
 France Today 81
 Ft. Myers Magazine 81
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery Magazine 82
 Georgia Backroads 83
 Georgia Straight 83
 Ghost Town 83
 Girls Life Magazine/GirlsLife.com
 84
 Government Technology 170
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Image Connection America, Inc.
 224
 In The Wind 89
 Instinct Magazine 90
 International Photo News 267
 Isopix 268
 Kentucky Monthly 94
 Keyphotos International 269
 Klein Publications, B. 205
 Kramer and Associates, Inc., Joan
 271
 Ladies Home Journal 94
 Le Petit Musee@Wild Sage 360
 Lebrecht Music & Arts Photo Li-
 brary 271
 Leepa-Rattner Museum of Art 360
 Leonardis Gallery, David 361
 Lerner Publishing Group 206
 Lizardi/Harp Gallery 361
 Lucent Books 208
 Markeim Art Center 363
 Marlboro Gallery 364
 Masur Museum of Art 364
 Mattei Photography, Michele 273
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metrosourc Magazine 97
 MGW Newsmagazine 98
 MPTV (Motion Picture and Televi-
 sion Photo Archive) 274
 Musclemag International 100
 Museo ItaloAmericano 366
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Music Sales Group 209
 Myriad Productions 306
 Native Peoples Magazine 102
 New York Times on the Web, The
 151
 Nova Media Inc. 226
 Oxygen 114
 Painet Inc. 279
 Penthouse 115

- Persimmon Hill Magazine 115
 Photo Associates News Service/
 Photo International 280
 Photo Stock/Granataimages.com
 282
 Photolife Corporation Ltd. 283
 Pix International 284
 Playboy 117
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Ralls Collection Inc., The 376
 Rex USA Ltd. 287
 Rockford Review 121
 Rolling Stone 121
 Sandlapper Magazine 124
 Santa Barbara Magazine 124
 Scholastic Library Publishing 214
 Seventeen Magazine 125
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 SPFX: Special Effects Magazine 129
 SportsCar 129
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Sun 152
 Superstock Inc. 293
 Tennis Week 132
 Texas Monthly 133
 Toronto Sun Publishing 153
 TV Guide 138
 Vanity Fair 139
 Vista 140
 Visual & Written 296
 Washington County Museum of
 Fine Arts 386
 Weston Fine Art, Edward 386
 Whole Life Times 143
 Woodshop News 189
- Cities/Urban**
 Accent Alaska/Ken Graham
 Agency 235
 Aflo Foto Agency 236
 Age Fotostock 237
 AIM Magazine 45
 AKM Images, Inc. 238
 Alaska Stock Images 239
 Andes Press Agency 241
 Animal Trails 49
 AppaLight 243
 Archaeology 147
 Archivo Criollo 243
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Arts Iowa City 326
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Bachman Design Group 306
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bedford/St. Martin's 195
 Belian Art Center 328
 Benelux Press B.V. 247
 Benham Studio Gallery 328
 Bennett Galleries and Company
 328
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture
 Garden 329
 Boeberitz Design, Bob 305
 Bon Art/Artique/Art Resources
 Int., Ltd. 221
 Borough News Magazine 56
 Bramson + Associates 311
 Branches 57
 Bridal Guides 58
 Cape Rock, The 61
 Capitol Complex Exhibitions 332
 Center for Fine Art Photography,
 The 332
 Center Gallery at Old Church 334

Chatham Press 197
 Chinastock 251
 Cleary Gallery, John 335
 Cliff & Associates 312
 Cobblestone 66
 Coleman Photo Library, Bruce 252
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia 253
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 Duck Soup Graphics, Inc. 318
 Dwan Gallery, Candace 339
 Envoy 340
 ESL Teacher Today 167
 Eureka-Slide 259
 Farcountry Press 202
 F8 Fine Art Gallery 342
 Fencers Quarterly Magazine 78
 Ffotograff 260
 Focus New Zealand Photo Library Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 France Magazine 81
 France Today 81
 Freefall 81
 Freeport Arts Center 343
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Gallery Naga 344
 Gallery North 345
 Gallery 72 345
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Guest Informant 85
 Hadassah Magazine 86
 Hansley Gallery, Lee 347
 Harris Gallery, James 347
 Haslem Gallery, Jane 347
 Hemphill 348

Henry Street Settlement/Abrons Art Center 348
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Immigrant Ancestors 89
 Instinct Magazine 90
 ITE Journal 171
 Jadite Galleries 357
 Jeroboam 269
 Jones Gallery, Stella 357
 Journal of Property Management 172
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan 271
 Landing Gallery 359
 Landscape Architecture 173
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Link Picture Library 272
 Luckypix 273
 Markeim Art Center 363
 Mattei Photography, Michele 273
 Meetings and Incentive Travel 173
 Mesa Contemporary Arts at Mesa Arts Center 364
 Missouri Life 99
 Modernart Editions 225
 Monderer Design 301
 Montana Magazine 99
 Motoring & Leisure 99
 Multinational Monitor 100
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Printing History 367
 New York State Conservationist Magazine 105

- New York Times on the Web, The 151
 9-1-1 Magazine 175
 911 Pictures 275
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Now & Then 107
 O.K. Harris Works of Art 369
 Omni-Photo Communications 276
 OnAsia 276
 Opening Night Gallery 370
 Orlando Gallery 371
 Owen Publishers, Inc., Richard C. 211
 Painet Inc. 279
 Panoramic Images 279
 Pentimenti Gallery 372
 Photo Agora 280
 Photo Edit 281
 Photobank-Bangkok 282
 photo-eye Gallery 373
 Photophile Stock Photography 283
 Pitcher Photo Library, Sylvia 284
 Planning 178
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Posters International 227
 Pucker Gallery 375
 Rainbow 286
 Ralls Collection Inc., The 376
 Recommend Magazine 182
 Relay Magazine 183
 Remodeling 183
 Revolutionary War Tracks 120
 Rigby Education 213
 Roanoker, The 121
 Running Press Book Publishers 213
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Small Business Times 185
 SouthComm Publishing Company, Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Surface Magazine 131
 Synchronicity Fine Arts 380
 Talli's Fine Art 380
 Teldon 230
 Throckmorton Fine Art 381
 Touchstone Gallery 381
 Travel Ink Photo Library 294
 Tropix Photo Library 295
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Up and Under 138
 Viewfinders 296
 Village Profile 140
 Visual & Written 296
 Voyageur Press 216
 Washington County Museum of Fine Arts 386
 Waveland Press, Inc. 217
 White Canvas Gallery 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
- Couples**
 Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Advanced Graphics 220
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska 46
 Alaska Stock Images 239
 Allyn & Bacon Publishers 193
 AOPA Pilot 158
 AppaLight 243
 Archaeology 147

- Argus Photoland, Ltd. (APL) 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Asia Images Group 245
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Avanti Press Inc. 221
 Bachman Design Group 306
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture Garden 329
 Blue Ridge Country 56
 Boeberitz Design, Bob 305
 Borealis Press, The 221
 Brainworks Design Group 311
 Bramson + Associates 311
 Bridal Guides 58
 Canada Lutheran 59
 Capitol Complex Exhibitions 332
 Caribbean Travel & Life 62
 Center for Fine Art Photography, The 332
 Chatsworth Collection, The 222
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production, Steven 305
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
 Complete Woman 68
 Cordaiy Photo Library Ltd., Sylvia 253
 CRC Product Services 71
 Creative Stock Images 253
 Dance 72
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dovetail 74
 Dwan Gallery, Candace 339
 Envoy 340
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Family Motor Coaching 77
 Farcountry Press 202
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Focus New Zealand Photo Library Ltd. 261
 Fort Ross Inc. 202
 Foto-Press Timmermann 261
 Fotoscopio 262
 Freefall 81
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Guest Informant 85
 Haslem Gallery, Jane 347
 Herald Press 204
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Highways 87
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 In The Wind 89
 Instinct Magazine 90
 Isopix 268
 Jeroboam 269
 Kalliope 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Ladies Home Journal 94
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lizardi/Harp Gallery 361

- Lutheran Forum 96
 Markeim Art Center 363
 MAXX Images, Inc. 273
 Mesa Contemporary Arts at Mesa Arts Center 364
 MGW Newsmagazine 98
 Motoring & Leisure 99
 Mountain Living 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Native Peoples Magazine 102
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 Omni-Photo Communications 276
 Opcao Brasil Imagens 277
 Pacific Stock 278
 Painet Inc. 279
 Persimmon Hill Magazine 115
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photo Stock/Granataimages.com 282
 Photobank-Bangkok 282
 PhotoEdit 282
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Primavera 118
 Reiman Media Group, Inc. 213
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Silver Image Photo Agency, Inc. 288
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spencer Gifts, LLC 229
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Take Stock Inc. 293
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Tri-Art Gallery 382
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Viewfinders 296
 Visitor's Choice Magazine 216
 Visual & Written 296
 Warner Books 217
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 Wildlight Photo Agency 297
 Wine & Spirits 144
 Women's Center Art Gallery 387
 Women's Health Group 217
 Wyoming Companion Magazine, The 145
- Disasters**
 Accent Alaska/Ken Graham Agency 235
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Allyn & Bacon Publishers 193

- Andes Press Agency 241
 Animals Animals/Earth Scenes 241
 AppaLight 243
 Archaeology 147
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Artworks Gallery 326
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Biological Photo Service and Terraphotographics 248
 Branches 57
 California Views/Mr. Pat Hathaway Historical Photo Collection 249
 Chinastock 251
 Civitan Magazine 163
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
 Contemporary Arts Center, The 336
 Continental Newstime 69
 Creative Company, The 199
 Creative Stock Images 253
 Dinodia Photo Library 255
 ESL Teacher Today 167
 Eureka-Slide 259
 Fellowship 78
 Fifty Something Magazine 79
 Fire Chief 168
 Fire Engineering 168
 Firehouse Magazine 168
 FireRescue Magazine 168
 Fotoscopio 262
 Fundamental Photographs 262
 Gallery M, A Michael Murphy Company 344
 Georgia Backroads 83
 Ghost Town 83
 Government Technology 170
 Grafica 314
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Hera Educational Foundation and Art Gallery 348
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Immigrant Ancestors 89
 Isopix 268
 Jeroboam 269
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Lucent Books 208
 Medical On Line Ltd. 274
 Mesa Contemporary Arts at Mesa Arts Center 364
 New York State Conservationist Magazine 105
 New York Times on the Web, The 151
 9-1-1 Magazine 175
 911 Pictures 275
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 Novastock 275
 Now & Then 107
 OnAsia 276
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Photo Agora 280
 Photo Associates News Service/Photo International 280
 Photo Edit 281
 Photobank-Bangkok 282
 Portfolio Graphics, Inc. 227

Relay Magazine 183
 Revolutionary War Tracks 120
 San Diego Art Institute's Museum
 of the Living Artist 377
 Scholastic Library Publishing 214
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Superstock Inc. 293
 Taube Museum of Art, Lillian &
 Coleman 380
 Toronto Sun Publishing 153
 Tri-Art Gallery 382
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Visual & Written 296
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Weston Fine Art, Edward 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387

Documentary

A.R.C. Gallery 322
 AAP News 156
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 AIM Magazine 45
 Alaska Stock Images 239
 Albuquerque Museum of Art & His-
 tory, The 323
 Animal Trails 49
 AOPA Pilot 158
 AppaLight 243
 Archaeology 147
 Archivo Criollo 243
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Arts on Douglas 326

Artwerks Stock Photography 245
 Artworks Gallery 326
 Ascent Magazine 50
 Austral-International Photographic
 Library P/L 246
 Axis Gallery 327
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Baseball 53
 Bedford/St. Martin's 195
 Benham Studio Gallery 328
 Bettcher Gallery-Miami 329
 Borealis Press, The 221
 Boys' Life 57
 Brainworks Design Group 311
 Bramson + Associates 311
 Branches 57
 Briarpatch 58
 Bridal Guides 58
 Business of Art Center 331
 California Views/Mr. Pat Hatha-
 way Historical Photo Collection
 249
 Camera Press Ltd. 250
 Cape Rock, The 61
 Center for Fine Art Photography,
 The 332
 Center Gallery at Old Church 334
 Chatham Press 197
 Chess Life 64
 chickaDEE Magazine 65
 Chinastock 251
 Chirp Magazine 65
 Chivalry Bookshelf 197
 Clarion-Ledger, The 149
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Commercial Carrier Journal 164
 Contemporary Arts Collective 336
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253

- Co/So: Copley Society of art 335
 Creative Editions 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 CSPS 338
 Dance 72
 Design Conceptions 255
 Detroit Focus 339
 Dinodia Photo Library 255
 Dorsky Museum of Art, Samuel 339
 Duck Soup Graphics, Inc. 318
 E & E Picture Library 257
 ESL Teacher Today 167
 Eureka-Slide 259
 Everson Museum of Art 341
 Eye Ubiquitous/Hutchinson 260
 Fahey/Klein Gallery 341
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Fire Chief 168
 Fire Engineering 168
 FireRescue Magazine 168
 Focal Point Gallery 343
 Fotoscopio 262
 Friedentag Photographics 313
 Ft. Myers Magazine 81
 Gallery Luisotti 344
 Gallery M 344
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery Magazine 82
 Ghost Town 83
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Harper's Magazine 86
 Harwood Museum of Art, The 347
 Havu Gallery, William 347
 Henry Street Settlement/Abrons
 Art Center 348
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Hopper House Art Center, Edward
 349
 Houk Gallery, Edwynn 350
 Hunger Mountain 88
 Huntsville Museum of Art 350
 Hutchison Picture Library 265
 Icebox Quality Framing & Gallery
 350
 Image Connection America, Inc.
 224
 Image Works, The 266
 Immigrant Ancestors 89
 Indianapolis Art Center 350
 Indianapolis Monthly 90
 Individual Artists of Oklahoma 350
 Intelligence Today 91
 Isopix 268
 Jadite Galleries 357
 Jeroboam 269
 Jewish Action 92
 Journal of Asian Martial Arts 92
 Junior Scholastic 92
 Keyphotos International 269
 Klein Gallery, Robert 358
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Land of the Bible Photo Archive
 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Limner Gallery 361
 Link Picture Library 272
 Lizardi/Harp Gallery 361
 Lucent Books 208
 Macalester Gallery 362
 Maisonneuve Press 208
 Markeim Art Center 363
 Marshad Technology Group 301
 Masur Museum of Art 364
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metal Farm 97
 MGW Newsmagazine 98
 Mill Creek View 151
 Monderer Design 301
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Art San
 Diego 367

- Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Museum of Printing History 367
 Na'amat Woman 101
 National Geographic 102
 Natural History Magazine 102
 New York Times on the Web, The
 151
 Newsweek 105
 9-1-1 Magazine 175
 911 Pictures 275
 Northwest Art Center 369
 Nova Media Inc. 226
 NOVUS 302
 Now & Then 107
 O.K. Harris Works of Art 369
 OnAsia 276
 ONE 112
 Owen Publishers, Inc., Richard C.
 211
 OWL Magazine 113
 Painet Inc. 279
 Panoramic Images 279
 Parkland Art Gallery 371
 Pentimenti Gallery 372
 People Management 176
 Persimmon Hill Magazine 115
 Pfaffman Gallery, Scott 373
 Phoenix Gallery 373
 Photo Associates News Service/
 Photo International 280
 Photo Gallery, The 373
 photo-eye Gallery 373
 Photomedia Center, The 374
 PLANS, Ltd. (Photo Libraries and
 News Services) 284
 Police Times/Chief of Police 179
 Polk Museum of Art 375
 Ponkawonka Inc. 285
 Portfolio Graphics, Inc. 227
 Posey School 303
 Powerline Magazine 179
 Progressive, The 119
 Rafelman Fine Arts, Marcia 376
 Railmodel Journal 119
 Rainbow 286
 Ralls Collection Inc., The 376
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Rhode Island Monthly 121
 Rolling Stone 121
 Russian Life Magazine 123
 San Diego Art Institute's Museum
 of the Living Artist 377
 Schmidt/Dean Spruce 377
 Scholastic Library Publishing 214
 Scientific American 125
 Silver Image Photo Agency, Inc.
 288
 Small Business Times 185
 Smithsonian 127
 South Dakota Art Museum 378
 SouthComm Publishing Company,
 Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stack & Associates, Inc., Tom 289
 Stickman Review 130
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Sun 152
 Sun, The 130
 Synchronicity Fine Arts 380
 Syracuse Cultural Workers 229
 Talli's Fine Art 380
 Teen Light 132
 Texas Poetry Journal 133
 Thin Air Magazine 134
 Tikkun 134
 TIME 134
 Touchstone Gallery 381
 UCR/California Museum of Pho-
 tography 382
 Up Here 139
 Upstream People Gallery 384
 Vermont Life 139
 Viewfinders 296
 Villa Julie College Gallery 384

Visual & Written 296
 Visual Arts Center of Northwest
 Florida 385
 Washington County Museum of
 Fine Arts 386
 Watertown Public Opinion 154
 Western Producer, The 154
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Woodshop News 189
 World Religions Photo Library 298

Education

AAA Image Makers 235
 Absey and Co. Inc. 192
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 AIM Magazine 45
 Allyn & Bacon Publishers 193
 Andes Press Agency 241
 AppaLight 243
 Archaeology 147
 Arnold Publishing Ltd. 194
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bedford/St. Martin's 195
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195
 Boys' Life 57
 Brainworks Design Group 311
 CareerFOCUS Magazine 61
 Careers and Colleges Magazine 61
 CEA Advisor 163
 Children's Defense Fund 148
 Children's Digest 65
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 College PreView Magazine 67
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Cordaiy Photo Library Ltd., Sylvia
 253
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Educational Images 257
 ESL Teacher Today 167
 Eureka-Slide 259
 Ewing Galloway Inc. 259
 Faith Today 77
 Farcountry Press 202
 Focus New Zealand Photo Library
 Ltd. 261
 Friedentag Photographics 313
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Grand Rapids Family Magazine 84
 Gryphon House 203
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Holt, Rinehart and Winston 204
 Home Education Magazine 88
 Human Kinetics Publishers 204
 Hutchison Picture Library 265
 Image Works, The 266
 Immigrant Ancestors 89
 Isopix 268
 Jeroboam 269
 Jones Gallery, Stella 357
 Journal of Adventist Education 172
 Jude Studios 315
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271

Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lightwave 271
 Lineair Fotoarchief, B.V. 271
 Lucent Books 208
 Manitoba Teacher, The 173
 Markeim Art Center 363
 Monderer Design 301
 Museo ItaloAmericano 366
 Museum of Contemporary Art San Diego 367
 New Leaf Press, Inc. 210
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 NOVUS 302
 OnAsia 276
 ONE 112
 OnRequest Images 277
 Owen Publishers, Inc., Richard C. 211
 Painet Inc. 279
 Photo Agora 280
 Photo Edit 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Prakken Publications, Inc. 212
 Princeton Alumni Weekly 119
 Purestock 286
 Rainbow 286
 Reading Today 181
 Revolutionary War Tracks 120
 Rigby Education 213
 Roanoker, The 121
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Science Scope 184
 Skipping Stones 127
 SouthComm Publishing Company, Inc. 127

Spectrum Pictures 288
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Talli's Fine Art 380
 Teen Light 132
 Tropix Photo Library 295
 Victory Productions 216
 Video I-D, Inc. 310
 Viewfinders 296
 Village Profile 140
 Visual & Written 296
 Washington County Museum of Fine Arts 386
 Waveland Press, Inc. 217
 Wildlight Photo Agency 297
 Wisconsin Union Galleries 387
 Women's Center Art Gallery 387
 Worcester Polytechnic Institute 304
 Writer's Digest 144

Entertainment

Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 AKM Images, Inc. 238
 Aquarius 147
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Bettcher Gallery-Miami 329
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195

- Boxoffice 161
 Brainworks Design Group 311
 Brentwood Magazine 58
 Bridal Guides 58
 Camera Press Ltd. 250
 Capitol Complex Exhibitions 332
 Caribbean Travel & Life 62
 Carlsbad Magazine 62
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Continental Newstime 69
 Cosmopolitan 70
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 Empics 258
 Empire Publishing Service 201
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Fifty Something Magazine 79
 Foto-Press Timmermann 261
 Fotoscopio 262
 Ft. Myers Magazine 81
 Gallery Luisotti 344
 Georgia Backroads 83
 Georgia Straight 83
 Gillman Gallery, Barbara 346
 Girls Life Magazine/GirlsLife.com
 84
 Grafica 314
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Horizon International Images Lim-
 ited 264
 Image Connection America, Inc.
 224
 Images.de Digital Photo GmbH 266
 Instinct Magazine 90
 International Photo News 267
 Iowan Magazine, The 91
 Kentucky Monthly 94
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Lakestyle 95
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Marlboro Gallery 364
 Marshad Technology Group 301
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 MGW Newsmagazine 98
 Missouri Life 99
 Monderer Design 301
 Museo ItaloAmericano 366
 Myriad Productions 306
 Native Peoples Magazine 102
 New York Times on the Web, The
 151
 Northwest Art Center 369
 Northwestern University Dittmar
 Memorial Gallery 369
 Nova Media Inc. 226
 NOVUS 302
 Omni-Photo Communications 276
 Orlando Gallery 371
 Painet Inc. 279
 Penthouse 115
 Pentimenti Gallery 372
 Persimmon Hill Magazine 115
 Photolife Corporation Ltd. 283
 Pitcher Photo Library, Sylvia 284
 Pix International 284
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Rainbow 286
 Ralls Collection Inc., The 376
 Rights International Group 228
 Roanoker, The 121
 Rolling Stone 121

San Diego Art Institute's Museum
of the Living Artist 377
Scholastic Library Publishing 214
Seventeen Magazine 125
SouthComm Publishing Company,
Inc. 127
Southside Gallery 378
Southwest Airlines Spirit 128
Spectrum Pictures 288
Speedway Illustrated 129
SPFX: Special Effects Magazine 129
Stock Foundry Images 290
Stock Transparency Services/
STSimages 291
Studio: An Alternative Space for
Contemporary Art, The 380
Superstock Inc. 293
Teen Light 132
Tide-Mark Press 230
TV Guide 138
Tyndale House Publishers 215
Vanity Fair 139
Viewfinders 296
Visitor's Choice Magazine 216
Washington Blade, The 154
Washington County Museum of
Fine Arts 386
West Suburban Living Magazine
142
Weston Fine Art, Edward 386
Wildlight Photo Agency 297
Women's Center Art Gallery 387
World Sports & Entertainment 144

Environmental

Absey and Co. Inc. 192
Accent Alaska/Ken Graham
Agency 235
Ace Stock Limited 236
Across the Board Magazine 44
Adirondack Lakes Center for the
Arts 322
Adirondack Life 44
Aflo Foto Agency 236
Age Fotostock 237
AGStockUSA Inc. 237
Alabama Living 46
Alaska Stock Images 239
All About Kids Publishing 193
Alternatives Journal 46
AMC Outdoors 46
American Forests Magazine 47
Andes Press Agency 241
Animal Trails 49
Animals Animals/Earth Scenes 241
Anthro-Photo File 242
AppaLight 243
Aquarius 147
Archaeology 147
Archivo Criollo 243
Arnold Publishing Ltd. 194
Arsenal Gallery, The 324
Art Directors & Trip Photo Library
244
Art Directors Club, The 324
Art Source L.A., Inc. 324
Art Without Walls, Inc. 325
Arts on Douglas 326
Artworks Gallery 326
Atlantic Gallery 327
Aurora Photos 246
Auscape International 246
Australian Picture Library 247
Austral-International Photographic
Library P/L 246
Ballinger Publishing 160
Balzekas Museum of Lithuanian
Culture Art Gallery 327
Baseball 53
Bear Deluxe Magazine, The 53
Beef Today 161
Benelux Press B.V. 247
Benham Studio Gallery 328
Bettcher Gallery-Miami 329
Biological Photo Service and Terra-
photographics 248
Blossom Street Gallery & Sculpture
Garden 329
Boeberitz Design, Bob 305
Borough News Magazine 56
Boys' Life 57
Brainworks Design Group 311
Branches 57
Brew House Space 101 330

- Briarpatch 58
 Bridal Guides 58
 Bristol Gift Co., Inc. 222
 BSIP 249
 Business of Art Center 331
 Camera Obscura Gallery, The 331
 Canoe & Kayak 60
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Capstone Press 196
 Carmichael-Lynch, Inc. 307
 Center for Fine Art Photography,
 The 332
 Centric Corporation 222
 chickaDEE Magazine 65
 Chinastock 251
 Chirp Magazine 65
 Civitan Magazine 163
 Cleveland Magazine 66
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Contemporary Arts Center, The 336
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Countryman Press, The 198
 Creative Company, The 199
 Creative Homeowner 200
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dairy Today 165
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 Down The Shore Publishing Corp.
 201
 DRK Photo 256
 Duck Soup Graphics, Inc. 318
 Ecoscene 257
 Educational Images 257
 ESL Teacher Today 167
 E/The Environmental Magazine 75
 Eureka-Slide 259
 Everson Museum of Art 341
 Fellowship 78
 Ffotograff 260
 Field & Stream 78
 Fifty Something Magazine 79
 Flatfile 342
 Focus New Zealand Photo Library
 Ltd. 261
 Fotoscopio 262
 Ft. Myers Magazine 81
 Fundamental Photographs 262
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery North 345
 Game & Fish Magazines 82
 Ghost Town 83
 Government Technology 170
 Grafica 314
 Graphic Arts Center Publishing
 Company 203, 224
 Graphic Design Concepts 314
 Grit Magazine 85
 Guideposts 85
 HamptonDesign Group 300
 Harper Studios, Inc. & EcoStock
 Photography 263
 Harper's Magazine 86
 Haslem Gallery, Jane 347
 Healing Lifestyles & Spas Magazine
 87
 Henry Street Settlement/Abrons
 Art Center 348
 Hera Educational Foundation and
 Art Gallery 348
 Herald Press 204
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Horizon International Images Lim-
 ited 264
 Hutchison Picture Library 265
 Icebox Quality Framing & Gallery
 350
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company
 205
 Iowan Magazine, The 91
 Isopix 268

- Jeroboam 269
- Juvenile Diabetes Research Foundation International 92
- Kalliope 93
- Kashrus Magazine 93
- Keyphotos International 269
- Kieffer Nature Stock 270
- Kramer and Associates, Inc., Joan 271
- Lake Country Journal 94
- Le Petit Musee@Wild Sage 360
- Leepa-Rattner Museum of Art 360
- Lerner Publishing Group 206
- Lineair Fotoarchief, B.V. 271
- Lucent Books 208
- Markeim Art Center 363
- Masur Museum of Art 364
- Mattei Photography, Michele 273
- McGaw Graphics, Inc., Bruce 225
- Meetings and Incentive Travel 173
- Mesa Contemporary Arts at Mesa Arts Center 364
- Michigan Out-of-Doors 98
- Milkweed Editions 209
- Missouri Life 99
- Monderer Design 301
- Museo ItaloAmericano 366
- Museum of Contemporary Photography, Columbia College Chicago 367
- National Geographic 102
- National Parks Magazine 102
- Nature Photographer 103
- Nevada Farm Bureau Agriculture and Livestock Journal 175
- New York State Conservationist Magazine 105
- New York Times on the Web, The 151
- Northern Woodlands 106
- Northwest Art Center 369
- Northwestern University Dittmar Memorial Gallery 369
- Novastock 275
- NOVUS 302
- Now & Then 107
- Omni-Photo Communications 276
- OnAsia 276
- Onboard Media 112
- OnRequest Images 277
- Orlando Gallery 371
- Outdoor America 112
- Owen Publishers, Inc., Richard C. 211
- OWL Magazine 113
- Oxford Scientific (OSF) 278
- Pacific Stock 278
- Painet Inc. 279
- Panoramic Images 279
- Pentimenti Gallery 372
- Photo Agora 280
- Photo Edit 281
- Photobank-Bangkok 282
- Planet 116
- Planning 178
- Plantstock.com 285
- Portal Publications, Ltd. 226
- Portfolio Graphics, Inc. 227
- Positive Images 286
- Primavera 118
- Progressive, The 119
- Pucker Gallery 375
- Quarto Publishing Plc. 213
- Rafelman Fine Arts, Marcia 376
- Ranger Rick 120
- Revolutionary War Tracks 120
- Rigby Education 213
- Salt Water Sportsman 124
- San Diego Art Institute's Museum of the Living Artist 377
- Sandlapper Magazine 124
- Santa Barbara Magazine 124
- Scholastic Library Publishing 214
- Scrap 184
- Skipping Stones 127
- SouthComm Publishing Company, Inc. 127
- Southwest Airlines Spirit 128
- Spectrum Pictures 288
- Stack & Associates, Inc., Tom 289
- State Street Gallery 379
- Still Media 290
- Stock Foundry Images 290

Stock Transparency Services/
STSimages 291
Studio: An Alternative Space for
Contemporary Art, The 380
Sun, The 130
Superstock Inc. 293
Surface Magazine 131
Synchronicity Fine Arts 380
Syracuse Cultural Workers 229
Tide Magazine 134
Timecast Productions 293
Times of the Islands 134
Top Producer 186
Toward Freedom 135
Trails Media Group 230
Travel Ink Photo Library 294
Tree Care Industry 187
Tri-Art Gallery 382
Tropix Photo Library 295
Up Here 139
Upstream People Gallery 384
Vermont Life 139
Viewfinders 296
Village Profile 140
Visual & Written 296
Voyageur Press 216
Washington County Museum of
Fine Arts 386
Washington Trails 141
Water Well Journal 188
Waveland Press, Inc. 217
Western Producer, The 154
Whisper in the Woods Nature Jour-
nal 143
White Canvas Gallery 386
Whole Life Times 143
Wildlight Photo Agency 297
Women's Center Art Gallery 387

Erotic

Aflo Foto Agency 236
Age Fotostock 237
Art Directors Club, The 324
Art Forms 324
Art@Net International Gallery 325
Artworks Gallery 326

Austral-International Photographic
Library P/L 246
Axis Gallery 327
Balzekas Museum of Lithuanian
Culture Art Gallery 327
Bettcher Gallery-Miami 329
Blossom Street Gallery & Sculpture
Garden 329
Bramson + Associates 311
Center for Fine Art Photography,
The 332
Chapman Friedman Gallery 335
Cleis Press 198
Cliff & Associates 312
Comstock Cards 222
Creative Stock Images 253
Crumb Elbow Publishing 200
Detroit Focus 339
Dinodia Photo Library 255
Fahey/Klein Gallery 341
F8 Fine Art Gallery 342
Focal Point Gallery 343
Foto-Press Timmermann 261
Friedentag Photographics 313
Gallery Luisotti 344
Gallery M, A Michael Murphy Com-
pany 344
Gallery Magazine 82
Grafica 314
Graphic Design Concepts 314
Haddad Gallery, Carrie 346
Hansley Gallery, Lee 347
Haslem Gallery, Jane 347
Icebox Quality Framing & Gallery
350
Image Connection America, Inc.
224
In The Wind 89
Keyphotos International 269
Klein Gallery, Robert 358
Kramer and Associates, Inc., Joan
271
Kurtie Modern Art at the Art Hotel,
Margeaux 359
Landing Gallery 359
Le Petit Musee@Wild Sage 360
Leepa-Rattner Museum of Art 360

Limited Editions & Collectibles 361
 Limner Gallery 361
 Lizardi/Harp Gallery 361
 Metal Farm 97
 Metrosources Magazine 97
 Northwestern University Dittmar
 Memorial Gallery 369
 Nova Media Inc. 226
 Orlando Gallery 371
 Painet Inc. 279
 Penthouse 115
 Pfaffman Gallery, Scott 373
 Playboy 117
 Playboy's Special Editions 117
 Portfolio Graphics, Inc. 227
 Roggen Advertising and Public Re-
 lations, Ted 317
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sanghavi Enterprises Pvt. Ltd. 228
 Scholastic Library Publishing 214
 Soundlight 306
 Springfield! Magazine 130
 Stickman Review 130
 Stock Foundry Images 290
 Talli's Fine Art 380
 Throckmorton Fine Art 381
 Touchstone Gallery 381
 Visual & Written 296
 Weston Fine Art, Edward 386
 Women's Center Art Gallery 387

Events

Accent Alaska/Ken Graham
 Agency 235
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 American Turf Monthly 49
 AppaLight 243
 Appaloosa Journal 158
 Aquarius 147
 Archaeology 147
 Army Magazine 159

Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Aurora Photos 246
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 BedTimes 160
 Beene News, Charles 147
 Belian Art Center 328
 Bettcher Gallery-Miami 329
 Boeberitz Design, Bob 305
 Borealis Press, The 221
 Bridal Guides 58
 Camera Press Ltd. 250
 Canada Lutheran 59
 Canadian Rodeo News 60
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Capper's 148
 Capstone Press 196
 Caribbean Travel & Life 62
 Carlsbad Magazine 62
 Catholic News Service 251
 Chess Life 64
 chickaDEE Magazine 65
 Chinastock 251
 Chirp Magazine 65
 Chivalry Bookshelf 197
 Chronicle of the Horse, The 66
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Contemporary Bride Magazine 69
 Continental Newstime 69
 Crabtree Publishing Company 198
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Cycle California! Magazine 72
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Detroit Focus 339

- Dinodia Photo Library 255
 Duck Soup Graphics, Inc. 318
 E & E Picture Library 257
 ECW Press 201
 Empire Publishing Service 201
 ESL Teacher Today 167
 Eureka-Slide 259
 Fifty Something Magazine 79
 Focus New Zealand Photo Library
 Ltd. 261
 Freefall 81
 Ft. Myers Magazine 81
 Georgia Straight 83
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Guernica Editions, Inc. 203
 Guest Informant 85
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Human Kinetics Publishers 204
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 In The Wind 89
 International Photo News 267
 Iowan Magazine, The 91
 Isopix 268
 Italian America 91
 Jude Studios 315
 Junior Scholastic 92
 Juvenile Diabetes Research Foun-
 dation International 92
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Lawyers Weekly, The 150
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Marlboro Gallery 364
 Marshad Technology Group 301
 Meetings and Incentive Travel 173
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metal Farm 97
 MGW Newsmagazine 98
 Mill Creek View 151
 Missouri Life 99
 Monderer Design 301
 Motoring & Leisure 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Native Peoples Magazine 102
 Nevada Farm Bureau Agriculture
 and Livestock Journal 175
 New Mexico Magazine 105
 New York Times on the Web, The
 151
 Northwest Art Center 369
 Northwest Territories Explorer's
 Guide 175
 Northwestern University Dittmar
 Memorial Gallery 369
 NOVUS 302
 O.K. Harris Works of Art 369
 Over the Back Fence 113
 OWL Magazine 113
 Painet Inc. 279
 Pentimenti Gallery 372
 Period Ideas 115
 Persimmon Hill Magazine 115
 Pet Product News 177
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Powerline Magazine 179
 Revolutionary War Tracks 120
 Rhode Island Monthly 121
 Roanoker, The 121
 Rolling Stone 121
 Sail Magazine 123
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Skipping Stones 127
 SouthComm Publishing Company,
 Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128

- Spectrum Pictures 288
- Speedway Illustrated 129
- SportsCar 129
- Sportslight Photo 289
- Still Media 290
- Stock Foundry Images 290
- Stock Options® 291
- Stock Transparency Services/
STSimages 291
- Streetpeople's Weekly News 152
- Studio: An Alternative Space for
Contemporary Art, The 380
- Superstock Inc. 293
- Synchronicity Fine Arts 380
- Teen Light 132
- Tennis Week 132
- Tide-Mark Press 230
- Timecast Productions 293
- Travel Ink Photo Library 294
- Tri-Art Gallery 382
- Unicorn Stock Photos 295
- Upstream People Gallery 384
- Viewfinders 296
- Visitor's Choice Magazine 216
- Vista 140
- Washington Blade, The 154
- Washington County Museum of
Fine Arts 386
- Watercraft World 141
- West Suburban Living Magazine
142
- Weston Fine Art, Edward 386
- White Productions, Inc., Dana 317
- Wildlight Photo Agency 297
- Women's Center Art Gallery 387
- Alaska Stock Images 239
- Allyn & Bacon Publishers 193
- AppaLight 243
- Archaeology 147
- Argus Photoland, Ltd. (APL) 243
- Art Directors & Trip Photo Library
244
- Art Directors Club, The 324
- Art Without Walls, Inc. 325
- Asia Images Group 245
- Atlanta Parent 51
- Atlantic Gallery 327
- Aurora Photos 246
- Australian Picture Library 247
- Austral-International Photographic
Library P/L 246
- Babytalk 51
- Bachman Design Group 306
- Balzekas Museum of Lithuanian
Culture Art Gallery 327
- Baseball 53
- BC Outdoors: Hunting & Shooting
53
- BC Outdoors: Sport Fishing & Out-
door Adventure 53
- Beene News, Charles 147
- Benelux Press B.V. 247
- Bettcher Gallery-Miami 329
- Blossom Street Gallery & Sculpture
Garden 329
- Blue Ridge Country 56
- Boeberitz Design, Bob 305
- Borealis Press, The 221
- Bramson + Associates 311
- Branches 57
- Bridal Guides 58
- Bunnell Street Gallery 331
- Canada Lutheran 59
- Cape Cod Life Including Martha's
Vineyard & Nantucket 60
- Capitol Complex Exhibitions 332
- Caribbean Travel & Life 62
- Catholic News Service 251
- Center for Fine Art Photography,
The 332
- Chatsworth Collection, The 222
- Children's Defense Fund 148

Families

- AAA Image Makers 235
- AAP News 156
- Accent Alaska/Ken Graham
Agency 235
- Ace Stock Limited 236
- Adirondack Lakes Center for the
Arts 322
- Advanced Graphics 220
- Aflo Foto Agency 236
- Age Fotostock 237

- Chinastock 251
 Civitan Magazine 163
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Concord Litho 222
 Cordaiy Photo Library Ltd., Sylvia
 253
 Country 70
 CRC Product Services 71
 Creative Stock Images 253
 Dance 72
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dovetail 74
 Duck Soup Graphics, Inc. 318
 DW Stock Picture Library (DWSPL)
 256
 Edelstein Gallery, Paul 340
 Elks Magazine, The 76
 ESL Teacher Today 167
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Faith Today 77
 Family Motor Coaching 77
 Farcountry Press 202
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Focus New Zealand Photo Library
 Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 Freeport Arts Center 343
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Grand Rapids Family Magazine 84
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Herald Press 204
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Home Education Magazine 88
 Horizon International Images Lim-
 ited 264
 Human Kinetics Publishers 204
 Hutchison Picture Library 265
 Image Connection America, Inc.
 224
 Image Finders, The 266
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company
 205
 Interval World 91
 Isopix 268
 Jeroboam 269
 Jones Gallery, Stella 357
 Jude Studios 315
 Juvenile Diabetes Research Foun-
 dation International 92
 Kalliope 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan
 271
 Ladies Home Journal 94
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Liturgy Training Publications 206
 Luckypix 273
 Lutheran Forum 96
 Markeim Art Center 363
 MAXX Images, Inc. 273
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Military Officer Magazine 174
 Motoring & Leisure 99
 Museo ItaloAmericano 366
 Museum of Contemporary Art San
 Diego 367

- Museum of Contemporary Photography, Columbia College
 Chicago 367
 Na'amat Woman 101
 Native Peoples Magazine 102
 Naturist Life International 103
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 ONE 112
 OnRequest Images 277
 Opcao Brasil Imagens 277
 Owen Publishers, Inc., Richard C. 211
 Pacific Stock 278
 Painet Inc. 279
 Pediatric Annals 176
 Pentimenti Gallery 372
 Persimmon Hill Magazine 115
 Photo Agora 280
 Photo Edit 281
 Photo Stock/Granataimages.com 282
 Photobank-Bangkok 282
 PhotoEdit 282
 Photolife Corporation Ltd. 283
 Ponkawonka Inc. 285
 Portfolio Graphics, Inc. 227
 Primavera 118
 Reading Today 181
 Reiman Media Group, Inc. 213
 Revolutionary War Tracks 120
 Rhode Island Monthly 121
 Rigby Education 213
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Sea 125
 Silver Image Photo Agency, Inc. 288
 SouthComm Publishing Company, Inc. 127
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Strang Communications Company 215
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Take Stock Inc. 293
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Tri-Art Gallery 382
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Viewfinders 296
 Village Profile 140
 Visitor's Choice Magazine 216
 Vista 140
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Washington County Museum of Fine Arts 386
 Washington Trails 141
 West Suburban Living Magazine 142
 Western Producer, The 154
 Wfm: Woodmen of the World Fraternal Magazine 143
 Wildlight Photo Agency 297
 Wisconsin Snowmobile News 144
 Women's Center Art Gallery 387
 Women's Health Group 217
 Wyoming Companion Magazine, The 145

Fashion/Glamour

- Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Animal Trails 49
 Archaeology 147
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Blossom Street Gallery & Sculpture Garden 329
 Boeberitz Design, Bob 305
 Bramson + Associates 311
 Brentwood Magazine 58
 Bridal Guides 58
 Business of Art Center 331
 Camera Press Ltd. 250
 Capital Pictures 250
 Chatham Press 197
 Chronogram 66
 Clarion-Ledger, The 149
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Complete Woman 68
 Contemporary Bride Magazine 69
 Cosmopolitan 70
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Detroit Focus 339
 Dinodia Photo Library 255
 Duck Soup Graphics, Inc. 318
 Empire Publishing Service 201
 ESL Teacher Today 167
 Fahey/Klein Gallery 341
 Fifty Something Magazine 79
 Fort Ross Inc. 202
 France Today 81
 Friedentag Photographics 313
 Ft. Myers Magazine 81
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Girls Life Magazine/GirlsLife.com 84
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Image Connection America, Inc. 224
 Image Finders, The 266
 Immigrant Ancestors 89
 Instinct Magazine 90
 International Photo News 267
 Isopix 268
 Keyphotos International 269
 Kinetic Corporation 308
 Klein Gallery, Robert 358
 Kramer and Associates, Inc., Joan 271
 Ladies Home Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Marshad Technology Group 301
 Metal Farm 97
 Metrosource Magazine 97
 MGW Newsmagazine 98
 Mizerek Advertising, Inc. 301
 Musclemag International 100
 Museum of Contemporary Photography, Columbia College Chicago 367
 New York Times on the Web, The 151
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 NOVUS 302
 OnAsia 276
 Painet Inc. 279
 Paper Products Design 226
 Penthouse 115

Pentimenti Gallery 372
 Pfaffman Gallery, Scott 373
 Photo Communication Services,
 Inc. 309
 Photolife Corporation Ltd. 283
 Playboy 117
 Portfolio Graphics, Inc. 227
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Roggen Advertising and Public Re-
 lations, Ted 317
 Rolling Stone 121
 Schmidt Design, Henry 319
 Scholastic Library Publishing 214
 Seventeen Magazine 125
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Spectrum Pictures 288
 Spencer Gifts, LLC 229
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Surface Magazine 131
 Teen Light 132
 Toronto Sun Publishing 153
 Vanity Fair 139
 Visual & Written 296
 Visual Arts Center of Northwest
 Florida 385
 Washington County Museum of
 Fine Arts 386
 Weston Fine Art, Edward 386
 Women's Center Art Gallery 387

Fine Art

Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska State Museum 323

Albuquerque Museum of Art & His-
 tory, The 323
 Allyn & Bacon Publishers 193
 Ancient Art & Architecture Collec-
 tion, Ltd., The 241
 Animal Trails 49
 Aperture 50
 Archaeology 147
 Arsenal Gallery, The 324
 Art Directors Club, The 324
 Art Forms 324
 Art in Motion 220
 Art Licensing International Inc. 244
 Art Resource 245
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artists' Cooperative Gallery 325
 Arts Iowa City 326
 Arts on Douglas 326
 Artwerks Stock Photography 245
 Artworks Gallery 326
 Ascent Magazine 50
 Ashland Arts/Icon Studios 327
 Atlantic Gallery 327
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Axis Gallery 327
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Barnett Advertising/Design, Au-
 gustus 317
 Baseball 53
 Bedford/St. Martin's 195
 Bell Studio 328
 Benham Studio Gallery 328
 Bennett Galleries and Company
 328
 Bettcher Gallery-Miami 329
 Blackflash 56
 Blind Spot Photography Magazine
 56
 Blossom Street Gallery & Sculpture
 Garden 329
 Blount-Bridgers House/Hobson
 Pittman Memorial Gallery 330

- Blue Sky Publishing 221
 Bon Art/Artique/Art Resources
 Int., Ltd. 221
 Book Beat Gallery 330
 Branches 57
 Brew House Space 101 330
 Brewers Association 196
 Bridal Guides 58
 Bridgeman Art Library, The 249
 Bunnell Street Gallery 331
 Business of Art Center 331
 Camera Obscura Gallery, The 331
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Capitol Complex Exhibitions 332
 Center for Fine Art Photography,
 The 332
 Center for Photographic Art 333
 Center Gallery at Old Church 334
 CEPA Gallery 334
 Chait Galleries Downtown, The
 334
 Chapman Friedman Gallery 335
 Chatham Press 197
 Chivalry Bookshelf 197
 Chronogram 66
 Cleary Gallery, John 335
 Cobblestone 66
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Concord Litho 222
 Contemporary Art Workshop, The
 336
 Contemporary Arts Center 336
 Contemporary Arts Center, The 336
 Contemporary Arts Collective 336
 Corcoran Fine Arts Limited, Inc.
 337
 Corporate Art Source/CAS Gallery
 337
 Co/So: Copley Society of art 335
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 CSPS 338
 Curlee Gallery, Ellen 338
 Dance 72
 Dayton Art Institute, The 338
 Demuth Museum 339
 Design Conceptions 255
 Detroit Focus 339
 Dinodia Photo Library 255
 Dorsky Museum of Art, Samuel 339
 Duck Soup Graphics, Inc. 318
 Dwan Gallery, Candace 339
 E & E Picture Library 257
 Eastman House, George 339
 Edelstein Gallery, Paul 340
 eMediaLoft.org 340
 Envoy 340
 ESL Teacher Today 167
 Everson Museum of Art 341
 Fahey/Klein Gallery 341
 F8 Fine Art Gallery 342
 Fellowship 78
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Flatfile 342
 Focal Point Gallery 343
 Foto-Press Timmermann 261
 Fotoscopio 262
 Fraser Gallery, The 343
 Freefall 81
 Freeport Arts Center 343
 Fresno Art Museum 343
 Ft. Myers Magazine 81
 Gallant Greetings Corp. 223
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery North 345
 Ghost Town 83
 Grafica 314
 Grand Rapids Art Museum 346
 Grand Rapids Magazine 84
 Graphic Arts Center Publishing
 Company 203
 Graphic Design Concepts 314
 Gray Gallery, Wellington B. 346
 Guest Informant 85
 Guideposts 85
 Hallwalls Contemporary Arts Cen-
 ter 346
 HamptonDesign Group 300
 Hansley Gallery, Lee 347

- Harper's Magazine 86
 Harris Gallery, James 347
 Harwood Museum of Art, The 347
 Haslem Gallery, Jane 347
 Havu Gallery, William 347
 Hemphill 348
 Henle Studio, Maria 348
 Henry Street Settlement/Abrons
 Art Center 348
 Hera Educational Foundation and
 Art Gallery 348
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Hopper House Art Center, Edward
 349
 Houk Gallery, Edwynn 350
 Hunger Mountain 88
 Huntsville Museum of Art 350
 Icebox Quality Framing & Gallery
 350
 Illinois State Museum Chicago Gal-
 lery 350
 Image Connection America, Inc.
 224
 Image Finders, The 266
 Image Works, The 266
 Immigrant Ancestors 89
 Indianapolis Art Center 350
 Individual Artists of Oklahoma 350
 Inner Traditions/Bear & Company
 205
 Insley Quarter Gallery 351
 Isopix 268
 Jackson Fine Art 351
 Jacob Gallery, Elaine L. and Com-
 munity Arts Gallery 357
 Journal of Asian Martial Arts 92
 Judicature 172
 Kalliope 93
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Kurtie Modern Art at the Art Hotel,
 Margeaux 359
 LA Art Association/Gallery 825 359
 Lake Country Journal 94
 Land of the Bible Photo Archive
 271
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Lebrecht Music & Arts Photo Li-
 brary 271
 Leepa-Rattner Museum of Art 360
 Lehigh University Art Galleries 360
 Leonardis Gallery, David 361
 Light Factory, The 361
 Limner Gallery 361
 Liturgy Training Publications 206
 Lizardi/Harp Gallery 361
 Macalester Gallery 362
 Main Street Gallery, The 363
 Maisonneuve Press 208
 Markeim Art Center 363
 Marlboro Gallery 364
 Marshad Technology Group 301
 Masur Museum of Art 364
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Mexican Museum, The 365
 Miller Gallery, Peter 365
 Modernart Editions 225
 Multiple Exposures Gallery 366
 Museo De Arte De Ponce 366
 Museo ItaloAmericano 366
 Museum of Contemporary Art San
 Diego 367
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Na'amat Woman 101
 Native Peoples Magazine 102
 New Grounds Gallery 368
 New York Times on the Web, The
 151
 Northwest Art Center 369
 Northwestern University Dittmar
 Memorial Gallery 369
 Nova Media Inc. 226
 NOVUS 302
 Now & Then 107
 Noyes Museum of Art, The 369
 Opalka Gallery 370

- Organization of Independent Artists 371
 Orlando Gallery 371
 Painet Inc. 279
 Palo Alto Art Center 371
 Panoramic Images 279
 Paper Products Design 226
 Parkland Art Gallery 371
 Pentimenti Gallery 372
 Pepper Gallery 372
 Persimmon Hill Magazine 115
 Peters Valley Craft Center 372
 Pfaffman Gallery, Scott 373
 Phoenix Gallery 373
 Photo Gallery, The 373
 photo-eye Gallery 373
 Photographic Resource Center 374
 Photography Art 374
 Photomedia Center, The 374
 Pierro Gallery of South Orange 374
 Planet 116
 PLANS, Ltd. (Photo Libraries and News Services) 284
 Polk Museum of Art 375
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posey School 303
 Posters International 227
 Prairie Journal, The 118
 Pucker Gallery 375
 Pump House Center for the Arts 375
 Quarto Publishing Plc. 213
 Rafelman Fine Arts, Marcia 376
 Rainbow 286
 Ralls Collection Inc., The 376
 Recycled Paper Greetings, Inc. 227
 Revolutionary War Tracks 120
 Running Press Book Publishers 213
 Russian Life Magazine 123
 San Diego Art Institute's Museum of the Living Artist 377
 Santoro Graphics Ltd. 228
 Schlumberger Gallery 377
 Schmidt Art Center, William & Florence 377
 Schmidt/Dean Spruce 377
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Select Art 378
 Shapiro Gallery 378
 Shots 126
 Soho Myriad 378
 Soundlight 306
 South Dakota Art Museum 378
 Southside Gallery 378
 Spectrum Pictures 288
 SRO Photo Gallery at Landmark Arts 379
 State Museum of Pennsylvania, The 379
 State of the Art 379
 Stickman Review 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for Contemporary Art, The 380
 sub-TERRAIN Magazine 130
 Sun, The 130
 Surface Magazine 131
 Synchronicity Fine Arts 380
 Syracuse New Times 153
 Talli's Fine Art 380
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Texas Poetry Journal 133
 Thayer Galleries at the Fox, Jill 381
 Throckmorton Fine Art 381
 Tide-Mark Press 230
 Touchstone Gallery 381
 Turner Carroll Gallery 382
 UCR/California Museum of Photography 382
 University Art Gallery in the D.W. Williams Art Center 383
 Untitled [ArtSpace] 383
 Up and Under 138
 Upstream Gallery 384
 Upstream People Gallery 384
 Urban Institute for Contemporary Arts 384

Villa Julie College Gallery 384
 Viridian Artists, Inc. 385
 Visual & Written 296
 Visual Arts Center of Northwest
 Florida 385
 Visual Arts Gallery 385
 Voyageur Press 216
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Weinstein Gallery 386
 Weston Fine Art, Edward 386
 White Canvas Gallery 386
 Wickiser Gallery, Walter 387
 Wisconsin Union Galleries 387
 Women & Their Work Art Space
 387
 Women's Center Art Gallery 387
 World Fine Art Gallery 388
 Zenith Gallery 388

Food/Drink

AAA Image Makers 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Archaeology 147
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Atlanta Homes & Lifestyles 51
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Barnett Advertising/Design, Au-
 gustus 317
 Bartender Magazine 160
 Benelux Press B.V. 247
 Berson, Dean, Stevens 311
 Bettcher Gallery-Miami 329

Beverage Dynamics 161
 Blake Photo Library Ltd., The An-
 thony 248
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195
 Bramson + Associates 311
 Brewers Association 196
 Bridal Guides 58
 BSIP 249
 Bunnell Street Gallery 331
 Camera Press Ltd. 250
 Caribbean Travel & Life 62
 Chatham Press 197
 Chinastock 251
 Clarion-Ledger, The 149
 Cleveland Magazine 66
 Cosmopolitan 70
 Creative Company 318
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Design & More 308
 Dinodia Photo Library 255
 Dockery House Publishing, Inc.
 200
 E & E Picture Library 257
 El Restaurante Mexicano 166
 Empire Publishing Service 201
 Envision 258
 ESL Teacher Today 167
 Eureka-Slide 259
 Food & Wine 80
 Food Distribution Magazine 169
 Foodpix 261
 France Today 81
 Ft. Myers Magazine 81
 Ghost Town 83
 Good Housekeeping 84
 Grafica 314
 Graphic Arts Center Publishing
 Company 203
 Graphic Design Concepts 314
 Guest Informant 85
 Haslem Gallery, Jane 347
 Healing Lifestyles & Spas Magazine
 87
 Hitchins Company, The 315

- Horizon International Images Limited 264
 Human Kinetics Publishers 204
 IGA Grocergram 171
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Isopix 268
 Juvenile Diabetes Research Foundation International 92
 Kashrus Magazine 93
 Keyphotos International 269
 Kinetic Corporation 308
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Marketing & Technology Group 173
 Marshad Technology Group 301
 Medical File Inc., The 274
 Meetings and Incentive Travel 173
 Metrosourc Magazine 97
 MGW Newsmagazine 98
 Motoring & Leisure 99
 Museo ItaloAmericano 366
 New York Times on the Web, The 151
 Northland Publishing 210
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Over the Back Fence 113
 Pacific Stock 278
 Painet Inc. 279
 Paper Products Design 226
 Pelican Publishing Co. 211
 Penthouse 115
 Photo Communication Services, Inc. 309
 Photo Edit 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Plantstock.com 285
 Playboy 117
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Positive Images 286
 QSR 181
 Quarto Publishing Plc. 213
 Quick Frozen Foods International 181
 Rainbow 286
 Reiman Media Group, Inc. 213
 Restaurant Hospitality 183
 Revolutionary War Tracks 120
 Rhode Island Monthly 121
 Roanoker, The 121
 Running Press Book Publishers 213
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 StockFood GmbH (The Food Image Agency) 292
 Streetpeople's Weekly News 152
 Superstock Inc. 293
 Talli's Fine Art 380
 Taste for Life 131
 Tide-Mark Press 230
 Travel Ink Photo Library 294
 Travelworld International Magazine 137
 Tri-Art Gallery 382
 Unicorn Stock Photos 295
 Village Profile 140
 Warner Books 217
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142

Whole Life Times 143
 Wildlight Photo Agency 297
 Wine & Spirits 144
 Women's Health Group 217

Gardening

Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 AKM Images, Inc. 238
 Alabama Living 46
 American Gardener, The 48
 Animal Trails 49
 AppaLight 243
 Archaeology 147
 Argus Photoland, Ltd. (APL) 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Atlanta Homes & Lifestyles 51
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Backyard Living 52
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Bee Culture 161
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Bird Watching Magazine 54
 Birds & Blooms 56
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Bramson + Associates 311
 Bridal Guides 58
 Business of Art Center 331
 Cape Cod Life Including Martha's Vineyard & Nantucket 60
 Capitol Complex Exhibitions 332
 Carlsbad Magazine 62
 Carmichael-Lynch, Inc. 307
 Chatham Press 197
 Chinastock 251
 Cleveland Magazine 66
 Concord Litho 222
 Contemporary Arts Center, The 336
 Cordaivy Photo Library Ltd., Sylvia 253
 Country 70
 Countryman Press, The 198
 Creative Company 318
 Creative Company, The 199
 Creative Homeowner 200
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Dinodia Photo Library 255
 DW Stock Picture Library (DWSPL) 256
 Ecoscene 257
 Eureka-Slide 259
 Farnam Companies, Inc. 313
 Fifty Something Magazine 79
 Freefall 81
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Company 344
 Gardening How-To 83
 Ghost Town 83
 Good Housekeeping 84
 Grafica 314
 Graphic Arts Center Publishing Company 203
 Graphic Design Concepts 314
 Grit Magazine 85
 Hansley Gallery, Lee 347
 Harper Studios, Inc. & EcoStock Photography 263
 Haslem Gallery, Jane 347
 Heilman Photography, Inc., Grant 264
 Horticultural Photography™ 264
 Hutchison Picture Library 265
 Ideals Magazine 89
 Image Finders, The 266
 Jeroboam 269
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271

Lake Country Journal 94
 Lakestyle 95
 Landscape Architecture 173
 Layla Production Inc. 206
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Medical File Inc., The 274
 Modernart Editions 225
 Motoring & Leisure 99
 Mountain Living 99
 New York Times on the Web, The 151
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Okapia K.G. 276
 Orlando Gallery 371
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Panoramic Images 279
 Paper Products Design 226
 Pentimenti Gallery 372
 Photo Agora 280
 Plantstock.com 285
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Primavera 118
 Pump House Center for the Arts 375
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Reiman Media Group, Inc. 213, 228
 Running Press Book Publishers 213
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Scholastic Library Publishing 214
 SouthComm Publishing Company, Inc. 127
 Springfield! Magazine 130
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291

StockFood GmbH (The Food Image Agency) 292
 Superstock Inc. 293
 Take Stock Inc. 293
 Talli's Fine Art 380
 Taste for Life 131
 Teen Light 132
 Teldon 230
 Texas Gardener Magazine 132
 Tide-Mark Press 230
 Travel Ink Photo Library 294
 Tree Care Industry 187
 Tri-Art Gallery 382
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Vermont Life 139
 Viewfinders 296
 Voyageur Press 216
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 Western Producer, The 154
 White Canvas Gallery 386
 Wildlight Photo Agency 297
 World Fine Art Gallery 388
 Yankee Magazine 145

Health/Fitness/Beauty

AAA Image Makers 235
 AAP News 156
 Absey and Co. Inc. 192
 Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 Allyn & Bacon Publishers 193
 AMC Outdoors 46
 AppaLight 243
 Aquarius 147
 Argus Photoland, Ltd. (APL) 243

- Art Directors & Trip Photo Library 244
- Art Directors Club, The 324
- Art Without Walls, Inc. 325
- Art@Net International Gallery 325
- Ascent Magazine 50
- Asia Images Group 245
- Athletic Business 159
- Auscape International 246
- Australian Picture Library 247
- Austral-International Photographic Library P/L 246
- Balzekas Museum of Lithuanian Culture Art Gallery 327
- Benelux Press B.V. 247
- Bergman Collection, The 248
- Bettcher Gallery-Miami 329
- Blossom Street Gallery & Sculpture Garden 329
- Boeberitz Design, Bob 305
- Bon Art/Artique/Art Resources Int., Ltd. 221
- Bonus Books, Inc. 195
- Bramson + Associates 311
- Brentwood Magazine 58
- Bridal Guides 58
- BSIP 249
- Business of Art Center 331
- Camera Press Ltd. 250
- Chatham Press 197
- Children's Defense Fund 148
- Children's Digest 65
- Chinastock 251
- Cleveland Magazine 66
- Cliff & Associates 312
- Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
- Complete Woman 68
- Cosmopolitan 70
- Creative Company 318
- Creative Company, The 199
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- Custom Medical Stock Photo 254
- Cycle California! Magazine 72
- DDB Stock Photography, LLC 254
- Design Conceptions 255
- Dinodia Photo Library 255
- DK Stock, Inc. 255
- Dockery House Publishing, Inc. 200
- Duck Soup Graphics, Inc. 318
- DW Stock Picture Library (DWSPL) 256
- Ecoscene 257
- Empire Publishing Service 201
- Eureka-Slide 259
- Ewing Galloway Inc. 259
- Fencers Quarterly Magazine 78
- Fifty Something Magazine 79
- Focus New Zealand Photo Library Ltd. 261
- Foto-Press Timmermann 261
- Fotoscopio 262
- Ft. Myers Magazine 81
- Girls Life Magazine/GirlsLife.com 84
- Good Housekeeping 84
- Grafica 314
- Grand Rapids Magazine 84
- Graphic Design Concepts 314
- HamptonDesign Group 300
- Haslem Gallery, Jane 347
- Healing Lifestyles & Spas Magazine 87
- Horizon International Images Limited 264
- Human Kinetics Publishers 204
- Hutchison Picture Library 265
- Image Works, The 266
- Images.de Digital Photo GmbH 266
- Inside Triathlon 90
- Instinct Magazine 90
- International Photo News 267
- Isopix 268
- Jeroboam 269
- Journal of Adventist Education 172
- Journal of Asian Martial Arts 92
- Juvenile Diabetes Research Foundation International 92
- Keyphotos International 269
- Kieffer Nature Stock 270
- Kramer and Associates, Inc., Joan 271

Ladies Home Journal 94
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Marshad Technology Group 301
 Mattei Photography, Michele 273
 Medical File Inc., The 274
 Medical On Line Ltd. 274
 Metrosourc Magazine 97
 MGW Newsmagazine 98
 Military Officer Magazine 174
 Motoring & Leisure 99
 Mullin/Ashley Associate 302
 Multiple Exposures Gallery 366
 Musclemag International 100
 New York Times on the Web, The 151
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Opcao Brasil Imagens 277
 Oxygen 114
 Pacific Stock 278
 Painet Inc. 279
 Panoramic Images 279
 Penthouse 115
 Photo Agora 280
 Photo Edit 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Plantstock.com 285
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Quarto Publishing Plc. 213
 Rainbow 286
 Ralls Collection Inc., The 376
 Roanoker, The 121
 Roggen Advertising and Public Relations, Ted 317

Sailing World 123
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Seventeen Magazine 125
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Sports Illustrated 129
 Sportslight Photo 289
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 StockFood GmbH (The Food Image Agency) 292
 Streetpeople's Weekly News 152
 Sun 152
 Superstock Inc. 293
 Taste for Life 131
 Teen Light 132
 Tide-Mark Press 230
 Toronto Sun Publishing 153
 Trail Runner 136
 Travel Ink Photo Library 294
 Tropix Photo Library 295
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Video I-D, Inc. 310
 Viewfinders 296
 Village Profile 140
 Washington County Museum of Fine Arts 386
 Waveland Press, Inc. 217
 West Suburban Living Magazine 142
 Wfm: Woodmen of the World Fraternal Magazine 143
 Whole Life Times 143
 Wildlight Photo Agency 297
 Women's Health Group 217

Historical/Vintage

AAA Midwest Traveler 44
 Adirondack Lakes Center for the Arts 322

- Aflo Foto Agency 236
 Age Fotostock 237
 Alaska State Museum 323
 Alaska Stock Images 239
 Albuquerque Museum of Art & History, The 323
 All About Kids Publishing 193
 Allyn & Bacon Publishers 193
 Anchor News 49
 Ancient Art & Architecture Collection, Ltd., The 241
 Animal Trails 49
 Archaeology 147
 Archivo Criollo 243
 Army Magazine 159
 Arnold Publishing Ltd. 194
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art in Motion 220
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Axis Gallery 327
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Barnett Advertising/Design, Augustus 317
 Baseball 53
 Bedford/St. Martin's 195
 Benelux Press B.V. 247
 Bennett Galleries and Company 328
 Blount-Bridgers House/Hobson Pittman Memorial Gallery 330
 Blue Ridge Country 56
 Book Beat Gallery 330
 Borealis Press, The 221
 Boys' Life 57
 Bramson + Associates 311
 Branches 57
 Brentwood Magazine 58
 Brewers Association 196
 Bridal Guides 58
 Bridal Guides 58
 California Views/Mr. Pat Hathaway Historical Photo Collection 249
 Calliope 59
 Cape Cod Life Including Martha's Vineyard & Nantucket 60
 Capitol Complex Exhibitions 332
 Carlsbad Magazine 62
 Chatham Press 197
 Chinastock 251
 Chivalry Bookshelf 197
 Chronogram 66
 Cleary Gallery, John 335
 Cliff & Associates 312
 Cobblestone 66
 Cohen Motion Picture Production, Steven 305
 Collectible Automobile 67
 Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
 Concord Litho 222
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia 253
 Corporate Art Source/CAS Gallery 337
 Co/So: Copley Society of art 335
 Country 70
 Countryman Press, The 198
 Crabtree Publishing Company 198
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dorsky Museum of Art, Samuel 339
 Duck Soup Graphics, Inc. 318
 E & E Picture Library 257
 Eastman House, George 339
 Edelstein Gallery, Paul 340
 Educational Images 257
 Empire Publishing Service 201
 ESL Teacher Today 167
 Etherton Gallery 341
 Everson Museum of Art 341

- Fahey/Klein Gallery 341
 Faith Today 77
 Farcountry Press 202
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Fotoscopio 262
 Freefall 81
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Georgia Backroads 83
 Ghost Town 83
 Gillman Gallery, Barbara 346
 Grafica 314
 Grand Rapids Art Museum 346
 Graphic Arts Center Publishing Company 203
 Graphic Design Concepts 314
 Guest Informant 85
 HamptonDesign Group 300
 Harper's Magazine 86
 Hemphill 348
 Henry Street Settlement/Abrons Art Center 348
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Hopper House Art Center, Edward 349
 Houk Gallery, Edwynn 350
 Huntsville Museum of Art 350
 Icebox Quality Framing & Gallery 350
 Illinois State Museum Chicago Gallery 350
 Image Connection America, Inc. 224
 Image Works, The 266
 Immigrant Ancestors 89
 In The Wind 89
 Individual Artists of Oklahoma 350
 Inner Traditions/Bear & Company 205
 Iowan Magazine, The 91
 Isopix 268
 Italian America 91
 ITE Journal 171
 Jeroboam 269
 Journal of Asian Martial Arts 92
 Judicature 172
 Keyphotos International 269
 Klein Publications, B. 205
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Land of the Bible Photo Archive 271
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Lebrecht Music & Arts Photo Library 271
 Leepa-Rattner Museum of Art 360
 Lehr Inc., Lewis 360
 Light Factory, The 361
 Limited Editions & Collectibles 361
 Limner Gallery 361
 Linear Cycle Productions 316
 Link Picture Library 272
 Log Newspaper, The 150
 Lucent Books 208
 Macalester Gallery 362
 Maisonneuve Press 208
 Markeim Art Center 363
 Masur Museum of Art 364
 MBI Publishing Company 208
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa Arts Center 364
 Metal Farm 97
 Military Officer Magazine 174
 Missouri Life 99
 Monderer Design 301
 Montana Magazine 99
 Motoring & Leisure 99
 MPTV (Motion Picture and Television Photo Archive) 274
 Museo ItaloAmericano 366
 Na'amat Woman 101
 National Parks Magazine 102
 Naval History 174
 New York State Conservationist Magazine 105
 Northern Woodlands 106

- Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 NOVUS 302
 Now & Then 107
 Noyes Museum of Art, The 369
 OnAsia 276
 Orlando Gallery 371
 Over the Back Fence 113
 Pacific Yachting Magazine 114
 Painet Inc. 279
 Palm Press, Inc. 226
 Panoramic Images 279
 Paper Products Design 226
 Parkland Art Gallery 371
 Pentimenti Gallery 372
 Persimmon Hill Magazine 115
 Pfaffman Gallery, Scott 373
 Photo Gallery, The 373
 Photobank-Bangkok 282
 Photographic Resource Center 374
 Planet 116
 Planning 178
 PLANS, Ltd. (Photo Libraries and News Services) 284
 Polk Museum of Art 375
 Ponkawonka Inc. 285
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posey School 303
 Posters International 227
 Prakapas Gallery 375
 Prakken Publications, Inc. 212
 ProStar Publications Inc. 212
 Pump House Center for the Arts 375
 Quarto Publishing Plc. 213
 Rafelman Fine Arts, Marcia 376
 Railmodel Journal 119
 Rainbow 286
 Ralls Collection Inc., The 376
 Recycled Paper Greetings, Inc. 227
 Reminisce 120
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Running Press Book Publishers 213
 Russian Life Magazine 123
 San Diego Art Institute's Museum of the Living Artist 377
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Santoro Graphics Ltd. 228
 Schmidt ArtCenter, William & Florence 377
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Silver Moon Press 215
 Soho Myriad 378
 SouthComm Publishing Company, Inc. 127
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Synchronicity Fine Arts 380
 Syracuse Cultural Workers 229
 Talli's Fine Art 380
 Teen Light 132
 Throckmorton Fine Art 381
 Tide-Mark Press 230
 Timecast Productions 293
 Times of the Islands 134
 Touchstone Gallery 381
 TRH Pictures 294
 Tri-Art Gallery 382
 UCR/California Museum of Photography 382
 Unicorn Stock Photos 295
 Up and Under 138
 Upstream People Gallery 384
 Villa Julie College Gallery 384
 Village Profile 140
 Visual Arts Center of Northwest Florida 385
 Visual Arts Gallery 385
 Voyageur Press 216
 Washington County Museum of Fine Arts 386

Waveland Press, Inc. 217
 Wfm: Woodmen of the World Fraternal Magazine 143
 Women's Center Art Gallery 387
 World Religions Photo Library 298

Hobbies

Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 American Angler 47
 American Bee Journal 157
 American Hunter 48
 AppaLight 243
 Appaloosa Journal 158
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Austral-International Photographic Library P/L 246
 Auto Restorer 51
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Benelux Press B.V. 247
 Bird Watching Magazine 54
 Birds & Blooms 56
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195
 Borealis Press, The 221
 Bowhunter 57
 Boys' Life 57
 Brewers Association 196
 Capstone Press 196
 Chess Life 64
 chickaDEE Magazine 65
 Chirp Magazine 65
 Chivalry Bookshelf 197
 Cleveland Magazine 66
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 Crafts Report, The 165
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Eureka-Slide 259
 Family Motor Coaching 77
 Farm & Ranch Living 77
 Fencers Quarterly Magazine 78
 Field & Stream 78
 Fifty Something Magazine 79
 Finescale Modeler 79
 Fishing and Hunting News 149
 Fly Fisherman 80
 Fly Rod & Reel 80
 Focus New Zealand Photo Library Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 Fur-Fish-Game 82
 Game & Fish Magazines 82
 Grafica 314
 Graphic Design Concepts 314
 Grit Magazine 85
 Guitar One 86
 Guitar World 86
 Haslem Gallery, Jane 347
 Heritage Railway Magazine 87
 Image Integration 315
 Images.de Digital Photo GmbH 266
 Isopix 268
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Lakestyle 95
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Limited Editions & Collectibles 361
 Marlin 97
 MBI Publishing Company 208
 Missouri Life 99
 Motoring & Leisure 99
 Museo ItaloAmericano 366

Mushing 100
 Muzzle Blasts 101
 New York Times on the Web, The 151
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Offshore 111
 OWL Magazine 113
 Painet Inc. 279
 Pennsylvania Game News 115
 Persimmon Hill Magazine 115
 Photo Edit 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Portfolio Graphics, Inc. 227
 Posters International 227
 Quarto Publishing Plc. 213
 Railmodel Journal 119
 Ralls Collection Inc., The 376
 Rigby Education 213
 Running Press Book Publishers 213
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Shooting Sports USA 126
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Superstock Inc. 293
 Surfing Magazine 131
 Teen Light 132
 Texas Gardener Magazine 132
 Tide-Mark Press 230
 Trailer Boats Magazine 136
 Travel Ink Photo Library 294
 Turkey & Turkey Hunting 138
 Unicorn Stock Photos 295
 Voyageur Press 216
 Washington County Museum of Fine Arts 386

Washington Trails 141
 WaterSki 141
 WaveLength Magazine 142
 Wildlight Photo Agency 297
 Wisconsin Snowmobile News 144
 Women's Center Art Gallery 387
 Writer's Digest 144
 Yachting Magazine 145

Humor

Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 Alabama Living 46
 American Motorcyclist 48
 AppaLight 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Avanti Press Inc. 221
 Bachman Design Group 306
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Benelux Press B.V. 247
 Benham Studio Gallery 328
 Bennett Galleries and Company 328
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture Garden 329
 Borealis Press, The 221
 Boys' Life 57
 Brewers Association 196
 Camera Press Ltd. 250
 Centric Corporation 222
 chickaDEE Magazine 65
 Chirp Magazine 65
 Cleary Gallery, John 335

- Cleveland Magazine 66
 Cliff & Associates 312
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Comstock Cards 222
 Cousteau Kids 70
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Design Design, Inc. 223
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 eMediaLoft.org 340
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Fellowship 78
 Fifty Something Magazine 79
 Forum Publishing Co. 203
 Gallant Greetings Corp. 223
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Henle Studio, Maria 348
 Highlights for Children 87
 Horizon International Images Lim-
 ited 264
 Image Connection America, Inc.
 224
 Indianapolis Monthly 90
 Instinct Magazine 90
 Isopix 268
 Jeroboam 269
 Kashrus Magazine 93
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Linear Cycle Productions 316
 Luckypix 273
 Montana Magazine 99
 Musclemag International 100
 Museo ItaloAmericano 366
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Northwest Art Center 369
 Northwestern University Dittmar
 Memorial Gallery 369
 NOVUS 302
 OWL Magazine 113
 Painet Inc. 279
 Palm Press, Inc. 226
 Paper Products Design 226
 Penthouse 115
 Photophile Stock Photography 283
 Police Magazine 179
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Rainbow 286
 Recycled Paper Greetings, Inc. 227
 Reiman Media Group, Inc. 228
 Retailers Forum 184
 Rights International Group 228
 Sail Magazine 123
 Sailing World 123
 San Diego Art Institute's Museum
 of the Living Artist 377
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Soundlight 306
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Speedway Illustrated 129
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Sun 152
 Superstock Inc. 293
 Teen Light 132
 Tide-Mark Press 230
 Upstream People Gallery 384
 Vermont Life 139
 Voyageur Press 216
 Washington County Museum of
 Fine Arts 386
 Wfm: Woodmen of the World Fra-
 ternal Magazine 143
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387

Industry

- AAA Image Makers 235
- Accent Alaska/Ken Graham Agency 235
- Ace Stock Limited 236
- Across the Board Magazine 44
- Advanced Manufacturing 156
- Aflo Foto Agency 236
- Age Fotostock 237
- Alabama Living 46
- Alaska Stock Images 239
- Andes Press Agency 241
- AOPA Pilot 158
- AppaLight 243
- Art Directors & Trip Photo Library 244
- Art Directors Club, The 324
- Artwerks Stock Photography 245
- Aurora Photos 246
- Austral-International Photographic Library P/L 246
- Automated Builder 159
- Avionics Magazine 160
- Bachman Design Group 306
- Balzekas Museum of Lithuanian Culture Art Gallery 327
- Barnett Advertising/Design, Augustus 317
- Benelux Press B.V. 247
- Bettcher Gallery-Miami 329
- Blossom Street Gallery & Sculpture Garden 329
- Boeberitz Design, Bob 305
- Borough News Magazine 56
- Brewers Association 196
- Chinastock 251
- Cleary Gallery, John 335
- Cleveland Magazine 66
- Cliff & Associates 312
- Cobblestone 66
- Coleman Photo Library, Bruce 252
- Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
- Construction Bulletin 165
- Continental Newstime 69
- Cordaiy Photo Library Ltd., Sylvia 253
- Creative Company 318
- Creative Company, The 199
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- DDB Stock Photography, LLC 254
- Dinodia Photo Library 255
- DK Stock, Inc. 255
- Duck Soup Graphics, Inc. 318
- D W Stock Picture Library (DWSPL) 256
- Ecoscene 257
- Electric Perspectives 166
- Electrical Apparatus 167
- Elks Magazine, The 76
- Eureka-Slide 259
- Ewing Galloway Inc. 259
- Focus New Zealand Photo Library Ltd. 261
- Forum Publishing Co. 203
- Fotoconcept Inc. 262
- Foto-Press Timmermann 261
- Fotoscopio 262
- Friedentag Photographics 313
- Fundamental Photographs 262
- Gallery M, A Michael Murphy Company 344
- Geosynthetics 169
- Grafica 314
- Grain Journal 170
- Grand Rapids Business Journal 150
- Graphic Design Concepts 314
- Hackmeister Advertising & Public Relations Company 305
- Haslem Gallery, Jane 347
- Heating Plumbing Air Conditioning (HPAC) Magazine 170
- Henle Studio, Maria 348
- Heuser Art Center Gallery & Hartmann Center Art Gallery 349
- Hitchins Company, The 315
- Horizon International Images Limited 264
- Hutchison Picture Library 265
- IEEE Spectrum 171
- Image Finders, The 266
- Image Works, The 266
- Images.de Digital Photo GmbH 266

- Isopix 268
 ITE Journal 171
 Jeroboam 269
 Jude Studios 315
 Keyphotos International 269
 Kinetic Corporation 308
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Link Picture Library 272
 Lohre & Associates Inc. 309
 Marketing & Technology Group 173
 MBI Publishing Company 208
 McGraw-Hill 209
 Mesa Contemporary Arts at Mesa Arts Center 364
 Monderer Design 301
 Mullin/Ashley Associate 302
 Multinational Monitor 100
 Naval History 174
 New York Times on the Web, The 151
 NOVUS 302
 O.K. Harris Works of Art 369
 Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Opcao Brasil Imagens 277
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Painet Inc. 279
 Panoramic Images 279
 People Management 176
 Pet Product News 177
 Photo Agora 280
 Photo Communication Services, Inc. 309
 Photo Edit 281
 Photo Stock/Granataimages.com 282
 Photobank-Bangkok 282
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Planet 116
 Plastics Technology 178
 Portfolio Graphics, Inc. 227
 Prakken Publications, Inc. 212
 Proceedings 179
 Professional Photographer 180
 Purestock 286
 Quick Frozen Foods International 181
 Relay Magazine 183
 Saks Associates, Arnold 303
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scrap 184
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Stack & Associates, Inc., Tom 289
 Still Media 290
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Take Stock Inc. 293
 Textile Rental Magazine 186
 Tri-Art Gallery 382
 Tropix Photo Library 295
 Underground Construction 187
 United Auto Workers (UAW) 187
 Video I-D, Inc. 310
 Viewfinders 296
 Village Profile 140
 Visual & Written 296
 Warne Marketing & Communications 319
 Washington County Museum of Fine Arts 386
 Water Well Journal 188
 Wholesaler, The 188
 Wildlight Photo Agency 297
 Wisconsin Architect 188
 Woman Engineer 188
 Woodshop News 189

Interiors/Decorating

- Adirondack Lakes Center for the Arts 322
- Aflo Foto Agency 236
- Age Fotostock 237
- Animal Trails 49
- Archaeology 147
- Architectural Lighting 158
- Argus Photoland, Ltd. (APL) 243
- Art Directors & Trip Photo Library 244
- Art Directors Club, The 324
- Art Source L.A., Inc. 324
- Art Without Walls, Inc. 325
- Atlanta Homes & Lifestyles 51
- Australian Picture Library 247
- Austral-International Photographic Library P/L 246
- Balzekas Museum of Lithuanian Culture Art Gallery 327
- Benelux Press B.V. 247
- Bettcher Gallery-Miami 329
- Beverage Dynamics 161
- Blossom Street Gallery & Sculpture Garden 329
- Bon Art/Artique/Art Resources Int., Ltd. 221
- Bramson + Associates 311
- Brentwood Magazine 58
- Bridal Guides 58
- Camera Press Ltd. 250
- Canadian Homes & Cottages 59
- Cape Cod Life Including Martha's Vineyard & Nantucket 60
- Caribbean Travel & Life 62
- Carmichael-Lynch, Inc. 307
- Center for Fine Art Photography, The 332
- Cleveland Magazine 66
- Cliff & Associates 312
- Creative Homeowner 200
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- Dance 72
- Dinodia Photo Library 255
- Display & Design Ideas 166
- Dockery House Publishing, Inc. 200
- Eureka-Slide 259
- Fifty Something Magazine 79
- Fotoscopio 262
- Freefall 81
- Ft. Myers Magazine 81
- Gallery M, A Michael Murphy Company 344
- Gallery 72 345
- Ghost Town 83
- Good Housekeeping 84
- Grafica 314
- Graphic Design Concepts 314
- Hutchinson Associates, Inc. 308
- Hutchison Picture Library 265
- Ideals Magazine 89
- Kashrus Magazine 93
- Keyphotos International 269
- Kramer and Associates, Inc., Joan 271
- Lake Country Journal 94
- Lakestyle 95
- Le Petit Musee@Wild Sage 360
- Leepa-Rattner Museum of Art 360
- Log Home Living 96
- Magazine Antiques, The 97
- Meetings and Incentive Travel 173
- Mesa Contemporary Arts at Mesa Arts Center 364
- Metrosource Magazine 97
- Mizerek Advertising, Inc. 301
- Mountain Living 99
- New York Times on the Web, The 151
- Northland Publishing 210
- NOVUS 302
- OnAsia 276
- OnRequest Images 277
- Painet Inc. 279
- Panoramic Images 279
- Period Ideas 115
- Persimmon Hill Magazine 115
- Photobank-Bangkok 282
- Photolife Corporation Ltd. 283
- Photophile Stock Photography 283
- Portal Publications, Ltd. 226

Portfolio Graphics, Inc. 227
 Primavera 118
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Remodeling 183
 Rhode Island Monthly 121
 Roanoker, The 121
 Running Press Book Publishers 213
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 SouthComm Publishing Company, Inc. 127
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 StockFood GmbH (The Food Image Agency) 292
 Studio: An Alternative Space for Contemporary Art, The 380
 Superstock Inc. 293
 Surface Magazine 131
 Talli's Fine Art 380
 Teen Light 132
 Teldon 230
 Tide-Mark Press 230
 Tri-Art Gallery 382
 Upstream People Gallery 384
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 White Canvas Gallery 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Woodshop News 189
 Yale Robbins Publications, LLC 189
 Yankee Magazine 145

Landscapes/Scenics

Absey and Co. Inc. 192
 Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Adirondack Life 44
 Aerial Photography Services 192

Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 AKM Images, Inc. 238
 Alabama Living 46
 Alaska Stock Images 239
 Albuquerque Museum of Art & History, The 323
 AMC Outdoors 46
 America House Communications 300
 American Forests Magazine 47
 American Gardener, The 48
 Andes Press Agency 241
 Animal Trails 49
 Animals Animals/Earth Scenes 241
 Ant Photo Library 242
 A + E 242
 Appalachian Mountain Club Books 194
 Appalachian Trail Journeys 50
 AppaLight 243
 Appaloosa Journal 158
 Archaeology 147
 Archivo Criollo 243
 Arnold Publishing Ltd. 194
 Arsenal Gallery, The 324
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Arts Iowa City 326
 Artwerks Stock Photography 245
 Artworks Gallery 326
 Ashland Arts/Icon Studios 327
 Atlantic Gallery 327
 Aurora Photos 246
 Auscape International 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Bachman Design Group 306
 Backpacker Magazine 52
 Balzekas Museum of Lithuanian Culture Art Gallery 327

- Baseball 53
- Bear Deluxe Magazine, The 53
- Bear Enthusiast Marketing Group 311
- Beef Today 161
- Belian Art Center 328
- Benelux Press B.V. 247
- Benham Studio Gallery 328
- Bennett Galleries and Company 328
- Bettcher Gallery-Miami 329
- Biological Photo Service and Terra-photographics 248
- Bird Watching Magazine 54
- Birder's World 55
- Birds & Blooms 56
- Blossom Street Gallery & Sculpture Garden 329
- Blount-Bridgers House/Hobson Pittman Memorial Gallery 330
- Blue Ridge Country 56
- Blue Sky Publishing 221
- Boeberitz Design, Bob 305
- Bon Art/Artique/Art Resources Int., Ltd. 221
- Borough News Magazine 56
- Bowhunter 57
- Boys' Life 57
- Branches 57
- Bridal Guides 58
- Bristol Gift Co., Inc. 222
- BSIP 249
- California Views/Mr. Pat Hathaway Historical Photo Collection 249
- Camera Obscura Gallery, The 331
- Camerique Inc. International 250
- Canadian Homes & Cottages 59
- Canoe & Kayak 60
- Cape Cod Life Including Martha's Vineyard & Nantucket 60
- Cape Rock, The 61
- Capitol Complex Exhibitions 332
- Capper's 148
- Capstone Press 196
- Caribbean Travel & Life 62
- Carmichael-Lynch, Inc. 307
- Center for Fine Art Photography, The 332
- Center Gallery at Old Church 334
- Centric Corporation 222
- Chait Galleries Downtown, The 334
- Chapman Friedman Gallery 335
- Chinastock 251
- Civitan Magazine 163
- Cleary Gallery, John 335
- Cleveland Magazine 66
- Cliff & Associates 312
- Cobblestone 66
- Coleman Photo Library, Bruce 252
- Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
- Concord Litho 222
- Contemporary Arts Center, The 336
- Corporate Art Source/CAS Gallery 337
- Country 70
- Countryman Press, The 198
- Creative Company, The 199
- Creative Homeowner 200
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- Dairy Today 165
- Dakota Outdoors 72
- Dance 72
- DDB Stock Photography, LLC 254
- Deljou Art Group 223
- Dinodia Photo Library 255
- Dockery House Publishing, Inc. 200
- Down The Shore Publishing Corp. 201
- DRK Photo 256
- Duck Soup Graphics, Inc. 318
- Ducks Unlimited 75
- Dwan Gallery, Candace 339
- Edelstein Gallery, Paul 340
- Educational Images 257
- eMediaLoft.org 340
- Envoy 340
- ESL Teacher Today 167
- E/The Environmental Magazine 75
- Eureka-Slide 259

- Everson Museum of Art 341
 Fahey/Klein Gallery 341
 Family Motor Coaching 77
 Farcountry Press 202
 Farm & Ranch Living 77
 Farnam Companies, Inc. 313
 F8 Fine Art Gallery 342
 Fellowship 78
 Ffotograff 260
 Field & Stream 78
 Fifty Something Magazine 79
 Flatfile 342
 Fly Fisherman 80
 Fly Rod & Reel 80
 Focal Point Gallery 343
 Focus New Zealand Photo Library
 Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 France Today 81
 Fraser Gallery, The 343
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Fur-Fish-Game 82
 Galaxy of Graphics, Ltd. 223
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery Naga 344
 Gallery North 345
 Gallery 72 345
 Game & Fish Magazines 82
 Georgia Backroads 83
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Arts Center Publishing
 Company 203, 224
 Graphic Design Concepts 314
 Grit Magazine 85
 Guest Informant 85
 Guideposts 85
 Haddad Gallery, Carrie 346
 HamptonDesign Group 300
 Hansley Gallery, Lee 347
 Harper Studios, Inc. & EcoStock
 Photography 263
 Haslem Gallery, Jane 347
 Havu Gallery, William 347
 Healing Lifestyles & Spas Magazine
 87
 Hearst Art Gallery, Saint Mary's
 College 348
 Heilman Photography, Inc., Grant
 264
 Hemphill 348
 Henle Studio, Maria 348
 Henry Street Settlement/Abrons
 Art Center 348
 Hera Educational Foundation and
 Art Gallery 348
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Highways 87
 Horizon International Images Lim-
 ited 264
 Horticultural Photography™ 264
 Hutchison Picture Library 265
 Icebox Quality Framing & Gallery
 350
 Ideals Magazine 89
 Image Finders, The 266
 Immigrant Ancestors 89
 Impact Photographics 225
 In The Wind 89
 Inner Traditions/Bear & Company
 205
 Interval World 91
 Iowan Magazine, The 91
 Isopix 268
 ITE Journal 171
 Jadite Galleries 357
 Jewish Action 92
 Kalliope 93
 Kansas! 93
 Kashrus Magazine 93
 Kentucky Monthly 94
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kimball Stock, Ron 270
 Kramer and Associates, Inc., Joan
 271

- Lake Country Journal 94
 Lake Superior Magazine 94
 Lakeland Boating Magazine 95
 Lakestyle 95
 Land of the Bible Photo Archive 271
 Landing Gallery 359
 Landscape Architecture 173
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lehigh University Art Galleries 360
 Lerner Publishing Group 206
 Limited Editions & Collectibles 361
 Lincolnshire Life 95
 Lineair Fotoarchief, B.V. 271
 Lizardi/Harp Gallery 361
 Macalester Gallery 362
 Markeim Art Center 363
 Marlboro Gallery 364
 Marlin 97
 Marshad Technology Group 301
 Masur Museum of Art 364
 McGaw Graphics, Inc., Bruce 225
 Meetings and Incentive Travel 173
 Mesa Contemporary Arts at Mesa Arts Center 364
 Michelson Galleries, R. 365
 Michigan Out-of-Doors 98
 Milkweed Editions 209
 Missouri Life 99
 Modernart Editions 225
 Montana Magazine 99
 Motoring & Leisure 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Printing History 367
 Na'amat Woman 101
 National Geographic 102
 National Parks Magazine 102
 Natural History Magazine 102
 Nature Photographer 103
 Nevada Farm Bureau Agriculture and Livestock Journal 175
 New Leaf Press, Inc. 210
 New Mexico Magazine 105
 New York State Conservationist Magazine 105
 New York Times on the Web, The 151
 Nicolas-Hays, Inc. 210
 Northern Woodlands 106
 Northland Publishing 210
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwest Travel Magazine 107
 Northwestern University Dittmar Memorial Gallery 369
 Northwoods Journal 107
 Nova Media Inc. 226
 NOVUS 302
 Now & Then 107
 Oklahoma Today 111
 OnAsia 276
 Onboard Media 112
 OnRequest Images 277
 Opening Night Gallery 370
 Oregon Coast Magazine 112
 Orlando Gallery 371
 Outdoor America 112
 Over the Back Fence 113
 Owen Publishers, Inc., Richard C. 211
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Pacific Yachting Magazine 114
 Paddler Magazine 114
 Painet Inc. 279
 Panoramic Images 279
 Pelican Publishing Co. 211
 Pennsylvania 114
 Pentimenti Gallery 372
 Persimmon Hill Magazine 115
 Photo Agora 280
 PHOTO Techniques 116
 Photobank-Bangkok 282
 Photography Art 374
 Planning 178
 Plantstock.com 285
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227

- Positive Images 286
 Posters International 227
 Primavera 118
 ProStar Publications Inc. 212
 Pucker Gallery 375
 Pump House Center for the Arts 375
 Rafelman Fine Arts, Marcia 376
 Ralls Collection Inc., The 376
 Recommend Magazine 182
 Recycled Paper Greetings, Inc. 227
 Reiman Media Group, Inc. 213, 228
 Reminisce 120
 Revolutionary War Tracks 120
 Rhode Island Monthly 121
 Rigby Education 213
 Rockford Review 121
 Running Press Book Publishers 213
 Sail Magazine 123
 Salt Water Sportsman 124
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Schmidt Art Center, William & Florence 377
 Scholastic Library Publishing 214
 Sea 125
 Select Art 378
 Sentient Publications, LLC 214
 Soho Myriad 378
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Sportslight Photo 289
 Springfield! Magazine 130
 Stack & Associates, Inc., Tom 289
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 Studio: An Alternative Space for Contemporary Art, The 380
 Sun, The 130
 Superstock Inc. 293
 Surfing Magazine 131
 Synchronicity Fine Arts 380
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Texas Highways 132
 Thin Air Magazine 134
 Throckmorton Fine Art 381
 Tide Magazine 134
 Tide-Mark Press 230
 Timecast Productions 293
 Times of the Islands 134
 Top Producer 186
 Touchstone Gallery 381
 Trail Runner 136
 Trailer Boats Magazine 136
 Trails Media Group 230
 Travel Ink Photo Library 294
 Travel + Leisure 137
 Tree Care Industry 187
 Tri-Art Gallery 382
 Tropix Photo Library 295
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Up and Under 138
 Up Here 139
 Upstream People Gallery 384
 Vermont Life 139
 Viewfinders 296
 Village Profile 140
 Visitor's Choice Magazine 216
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Voyageur Press 216
 War Cry, The 140
 Warner Books 217
 Washington County Museum of Fine Arts 386
 Washington Trails 141
 Waterway Guide 142
 WaveLength Magazine 142
 West Suburban Living Magazine 142

Western Producer, The 154
 Whisper in the Woods Nature Journal 143
 White Canvas Gallery 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 World Fine Art Gallery 388
 WRITERS' Journal 189
 Wyoming Companion Magazine, The 145
 Yankee Magazine 145
 Zenith Gallery 388

Lifestyle

Aflo Foto Agency 236
 Age Fotostock 237
 Alaska 46
 American Motorcyclist 48
 Appalachian Mountain Club Books 194
 Appalachian Trail Journeys 50
 AppaLight 243
 Argus Photoland, Ltd. (APL) 243
 Ascent Magazine 50
 Atlanta Homes & Lifestyles 51
 Auscape International 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Backyard Living 52
 BC Outdoors: Hunting & Shooting 53
 BC Outdoors: Sport Fishing & Outdoor Adventure 53
 Benelux Press B.V. 247
 Blue Ridge Country 56
 Capper's 148
 Caribbean Travel & Life 62
 Carlsbad Magazine 62
 Charisma Magazine 64
 Chesapeake Bay Magazine 64
 Cosmopolitan 70
 CRC Product Services 71
 Creative Stock Images 253
 DK Stock, Inc. 255
 Dockery House Publishing, Inc. 200
 Easyriders Magazine 76
 eStock Photo, LLC 258
 Ethno Images, Inc. 259
 Ewing Galloway Inc. 259
 Fifty Something Magazine 79
 Foodpix 261
 Foto-Press Timmermann 261
 Girls Life Magazine/GirlsLife.com 84
 Good Housekeeping 84
 Grand Rapids Family Magazine 84
 Grand Rapids Magazine 84
 Hadassah Magazine 86
 Highways 87
 Horizon International Images Limited 264
 In The Wind 89
 Index Stock Imagery, Inc. 267
 Indianapolis Monthly 90
 Insight Magazine 90
 Jewish Action 92
 Kansas! 93
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lightwave 271
 Mattei Photography, Michele 273
 MAXX Images, Inc. 273
 Medical On Line Ltd. 274
 MGW Newsmagazine 98
 Military Officer Magazine 174
 Missouri Life 99
 Montana Magazine 99
 Mountain Living 99
 Novastock 275
 Now & Then 107
 OnRequest Images 277
 Painet Inc. 279
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Portfolio Graphics, Inc. 227
 Princeton Alumni Weekly 119
 Purestock 286
 Reiman Media Group, Inc. 213
 Rhode Island Monthly 121

Running Press Book Publishers 213
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Seventeen Magazine 125
 SouthComm Publishing Company,
 Inc. 127
 Spencer Gifts, LLC 229
 Stock Foundry Images 290
 Superstock Inc. 293
 Take Stock Inc. 293
 Vanity Fair 139
 Vermont Life 139
 Viewfinders 296
 Visitor's Choice Magazine 216
 Washington Blade, The 154
 Washington Trails 141
 Wfm: Woodmen of the World Fra-
 ternal Magazine 143
 Wyoming Companion Magazine,
 The 145

Medicine

AAA Image Makers 235
 AAP News 156
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Aflo Foto Agency 236
 Age Fotostock 237
 America House Communications
 300
 AppaLight 243
 Aquarius 147
 Archaeology 147
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Auscape International 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Benelux Press B.V. 247
 Bergman Collection, The 248
 Bettcher Gallery-Miami 329

Biological Photo Service and Terra-
 photographics 248
 Blossom Street Gallery & Sculpture
 Garden 329
 Boeberitz Design, Bob 305
 Bonus Books, Inc. 195
 Bramson + Associates 311
 BSIP 249
 Chinastock 251
 Cleveland Magazine 66
 Cliff & Associates 312
 College PreView Magazine 67
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Continental Newstime 69
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Custom Medical Stock Photo 254
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 Ecoscene 257
 ESL Teacher Today 167
 Eureka-Slide 259
 Ewing Galloway Inc. 259
 Fifty Something Magazine 79
 FireRescue Magazine 168
 Fotoconcept Inc. 262
 Foto-Press Timmermann 261
 Freefall 81
 Friedentag Photographics 313
 Ft. Myers Magazine 81
 Fundamental Photographs 262
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 HamptonDesign Group 300
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Horizon International Images Lim-
 ited 264

- Human Kinetics Publishers 204
 Hutchinson Associates, Inc. 308
 Hutchison Picture Library 265
 IEEE Spectrum 171
 Image Finders, The 266
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company 205
 Isopix 268
 Iverson Science Photos 268
 Jeroboam 269
 Journal of Psychoactive Drugs 172
 Juvenile Diabetes Research Foundation International 92
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Medical File Inc., The 274
 Medical On Line Ltd. 274
 Monderer Design 301
 Motoring & Leisure 99
 Mullin/Ashley Associate 302
 Multinational Monitor 100
 Museum of Contemporary Photography, Columbia College Chicago 367
 New York Times on the Web, The 151
 9-1-1 Magazine 175
 NOVUS 302
 Okapia K.G. 276
 Omni-Photo Communications 276
 OnAsia 276
 Opcao Brasil Imagens 277
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Panoramic Images 279
 Pediatric Annals 176
 People Management 176
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Plantstock.com 285
 Portfolio Graphics, Inc. 227
 Purestock 286
 Rainbow 286
 Revolutionary War Tracks 120
 Roanoker, The 121
 Saks Associates, Arnold 303
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Springfield! Magazine 130
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Sun 152
 Superstock Inc. 293
 Surgical Technologist, The 185
 Synchronicity Fine Arts 380
 Taste for Life 131
 Tropix Photo Library 295
 Veterinary Economics 187
 Viewfinders 296
 Village Profile 140
 Washington County Museum of Fine Arts 386
 Wildlight Photo Agency 297
- Military**
 Accent Alaska/Ken Graham Agency 235
 Aflo Foto Agency 236
 Age Fotostock 237
 Anchor News 49
 AppaLight 243
 Archaeology 147
 Army Magazine 159
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324

Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bettcher Gallery-Miami 329
 California Views/Mr. Pat Hatha-
 way Historical Photo Collection
 249
 Capstone Press 196
 Chinastock 251
 Chivalry Bookshelf 197
 Cleary Gallery, John 335
 Cliff & Associates 312
 Cobblestone 66
 College PreView Magazine 67
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 ESL Teacher Today 167
 Eureka-Slide 259
 Fifty Something Magazine 79
 Friedentag Photographics 313
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Human Kinetics Publishers 204
 Hutchison Picture Library 265
 IEEE Spectrum 171
 Immigrant Ancestors 89
 Intelligence Today 91
 Jeroboam 269
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271

Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Link Picture Library 272
 Maisonneuve Press 208
 MBI Publishing Company 208
 Military Officer Magazine 174
 Multinational Monitor 100
 Naval History 174
 New York Times on the Web, The
 151
 Northwest Art Center 369
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 OnAsia 276
 Painet Inc. 279
 Panoramic Images 279
 Portfolio Graphics, Inc. 227
 Proceedings 179
 Revolutionary War Tracks 120
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 SouthComm Publishing Company,
 Inc. 127
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Superstock Inc. 293
 Taube Museum of Art, Lillian &
 Coleman 380
 Toward Freedom 135
 TRH Pictures 294
 Upstream People Gallery 384
 Washington County Museum of
 Fine Arts 386
 Wildlight Photo Agency 297

Multicultural

AAA Image Makers 235
 A&B Publishers Group 192
 AAP News 156
 Absey and Co. Inc. 192
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236

- Adirondack Lakes Center for the Arts 322
 Advanced Graphics 220
 Aflo Foto Agency 236
 Age Fotostock 237
 AIM Magazine 45
 AKM Images, Inc. 238
 Alaska Stock Images 239
 All About Kids Publishing 193
 Allyn & Bacon Publishers 193
 Andes Press Agency 241
 AppaLight 243
 Aquarius 147
 Archaeology 147
 Archivo Criollo 243
 Argus Photoland, Ltd. (APL) 243
 Arnold Publishing Ltd. 194
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artworks Gallery 326
 Atlanta Parent 51
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Bachman Design Group 306
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Bedford/St. Martin's 195
 Beene News, Charles 147
 Benelux Press B.V. 247
 Benham Studio Gallery 328
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture Garden 329
 Boeberitz Design, Bob 305
 Bramson + Associates 311
 Branches 57
 Briarpatch 58
 Bridal Guides 58
 Capitol Complex Exhibitions 332
 Capstone Press 196
 CareerFOCUS Magazine 61
 Caribbean Travel & Life 62
 Center for Exploratory and Perceptual Art 332
 Center for Fine Art Photography, The 332
 Center Gallery at Old Church 334
 CEPA Gallery 334
 Chatsworth Collection, The 222
 chickaDEE Magazine 65
 Children's Defense Fund 148
 Children's Digest 65
 Chinastock 251
 Chirp Magazine 65
 Civitan Magazine 163
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cobblestone 66
 Coleman Photo Library, Bruce 252
 College PreView Magazine 67
 Concord Litho 222
 Conscience 69
 Contemporary Arts Center, The 336
 Continental Newstime 69
 Convergence 70
 Cordaiy Photo Library Ltd., Sylvia 253
 Cosmopolitan 70
 Crabtree Publishing Company 198
 Creative Company 318
 Creative Stock Images 253
 Crossman Gallery 337
 Crumb Elbow Publishing 200
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dovetail 74
 Duck Soup Graphics, Inc. 318
 D W Stock Picture Library (DWSPL) 256
 E & E Picture Library 257
 Ecoscene 257
 Edelstein Gallery, Paul 340
 Envision 258

- Envoy 340
 ESL Teacher Today 167
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Everson Museum of Art 341
 Ewing Galloway Inc. 259
 Faces 76
 Faith Today 77
 F8 Fine Art Gallery 342
 Fellowship 78
 Fencers Quarterly Magazine 78
 Ffotograff 260
 Flatfile 342
 Focus New Zealand Photo Library Ltd. 261
 Fotoscopio 262
 Freeport Arts Center 343
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Good Housekeeping 84
 Grafica 314
 Graphic Design Concepts 314
 Gryphon House 203
 Guest Informant 85
 HamptonDesign Group 300
 Haslem Gallery, Jane 347
 Havu Gallery, William 347
 Healing Lifestyles & Spas Magazine 87
 Hearst Art Gallery, Saint Mary's College 348
 Henle Studio, Maria 348
 Henry Street Settlement/Abrons Art Center 348
 Herald Press 204
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Home Education Magazine 88
 Horizon International Images Limited 264
 Human Kinetics Publishers 204
 Hutchison Picture Library 265
 Hyperion Books for Children 205
 Icebox Quality Framing & Gallery 350
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company 205
 International Visions Gallery 351
 Italian America 91
 Jayawardene Travel Photo Library 269
 Jeroboam 269
 Jones Gallery, Stella 357
 Journal of Adventist Education 172
 Junior Scholastic 92
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Land of the Bible Photo Archive 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lehigh University Art Galleries 360
 Lerner Publishing Group 206
 Link Picture Library 272
 Liturgy Training Publications 206
 Luckypix 273
 Macalester Gallery 362
 Markeim Art Center 363
 Mesa Contemporary Arts at Mesa Arts Center 364
 Mexican Museum, The 365
 MGW Newsmagazine 98
 Milkweed Editions 209
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Printing History 367
 National Black Child Development Institute 302
 National Geographic 102
 Native Peoples Magazine 102
 newWitch 105
 Northland Publishing 210
 Northwest Art Center 369

- Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 O.K. Harris Works of Art 369
 Omni-Photo Communications 276
 OnAsia 276
 ONE 112
 OnRequest Images 277
 Owen Publishers, Inc., Richard C. 211
 OWL Magazine 113
 Pacific Stock 278
 Painet Inc. 279
 Pelican Publishing Co. 211
 Pentimenti Gallery 372
 Photo Agora 280
 Photo Edit 281
 PhotoEdit 282
 Photophile Stock Photography 283
 PLANS, Ltd. (Photo Libraries and News Services) 284
 Portfolio Graphics, Inc. 227
 Primavera 118
 Pucker Gallery 375
 Quarto Publishing Plc. 213
 Ranger Rick 120
 Reading Today 181
 Revolutionary War Tracks 120
 Rigby Education 213
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Seventeen Magazine 125
 Shine Brightly 126
 Skipping Stones 127
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Still Media 290
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for Contemporary Art, The 380
 Sun, The 130
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Syracuse Cultural Workers 229
 Take Stock Inc. 293
 Talli's Fine Art 380
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Tikkun 134
 Transitions Abroad 136
 Travel Ink Photo Library 294
 Tri-Art Gallery 382
 Tricycle Press 215
 Tropix Photo Library 295
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Viewfinders 296
 Village Profile 140
 Vista 140
 Visual & Written 296
 Visual Arts Gallery 385
 Washington County Museum of Fine Arts 386
 Waveland Press, Inc. 217
 Wickiser Gallery, Walter 387
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Women's Health Group 217
 World Religions Photo Library 298
- Parents**
 Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Advanced Graphics 220

- Aflo Foto Agency 236
 Age Fotostock 237
 Age Fotostock 237
 Alaska 46
 Alaska Stock Images 239
 Allyn & Bacon Publishers 193
 AppaLight 243
 Archaeology 147
 Argus Photoland, Ltd. (APL) 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Asia Images Group 245
 Atlanta Parent 51
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Austral-International Photographic Library P/L 246
 Babytalk 51
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 Beene News, Charles 147
 Benelux Press B.V. 247
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Blue Ridge Country 56
 Boeberitz Design, Bob 305
 Borealis Press, The 221
 Bridal Guides 58
 Canada Lutheran 59
 Capitol Complex Exhibitions 332
 Center for Fine Art Photography, The 332
 Chatsworth Collection, The 222
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production, Steven 305
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
 Cordaiy Photo Library Ltd., Sylvia 253
 CRC Product Services 71
 Creative Stock Images 253
 Dance 72
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dovetail 74
 DW Stock Picture Library (DWSPL) 256
 ESL Teacher Today 167
 Eureka-Slide 259
 Farcountry Press 202
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Focus New Zealand Photo Library Ltd. 261
 Foto-Press Timmermann 261
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Graphic Design Concepts 314
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Home Education Magazine 88
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company 205
 Isopix 268
 Jeroboam 269
 Journal of Adventist Education 172
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360

- Lutheran Forum 96
 Markeim Art Center 363
 MAXX Images, Inc. 273
 Mesa Contemporary Arts at Mesa Arts Center 364
 Motoring & Leisure 99
 Museo De Arte De Ponce 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Na'amat Woman 101
 Native Peoples Magazine 102
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 OnAsia 276
 OnRequest Images 277
 Opcao Brasil Imagens 277
 Pacific Stock 278
 Painet Inc. 279
 Photo Agora 280
 Photo Edit 281
 Photo Stock/Granataimages.com 282
 Portfolio Graphics, Inc. 227
 Primavera 118
 Ralls Collection Inc., The 376
 Reading Today 181
 Revolutionary War Tracks 120
 Rigby Education 213
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Sea 125
 Silver Image Photo Agency, Inc. 288
 SouthComm Publishing Company, Inc. 127
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Tri-Art Gallery 382
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Village Profile 140
 Visitor's Choice Magazine 216
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Washington County Museum of Fine Arts 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Women's Health Group 217
 Wyoming Companion Magazine, The 145
- Performing Arts**
 Accent Alaska/Ken Graham Agency 235
 Adirondack Lakes Center for the Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 American Youth Philharmonic Orchestras, The 304
 Animal Trails 49
 Aquarius 147
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Atlantic Gallery 327
 Austral-International Photographic Library P/L 246

- Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bedford/St. Martin's 195
 Bettcher Gallery-Miami 329
 Blossom Street Gallery & Sculpture
 Garden 329
 Boeberitz Design, Bob 305
 Brainworks Design Group 311
 Branches 57
 Bridal Guides 58
 Business of Art Center 331
 Camera Press Ltd. 250
 Capitol Complex Exhibitions 332
 Carlsbad Magazine 62
 Center for Fine Art Photography,
 The 332
 chickaDEE Magazine 65
 Chinastock 251
 Classical Singer 164
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Continental Newstime 69
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Down Beat Magazine 75
 Duck Soup Graphics, Inc. 318
 ECW Press 201
 eMediaLoft.org 340
 Empire Publishing Service 201
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Fencers Quarterly Magazine 78
 Focus New Zealand Photo Library
 Ltd. 261
 France Today 81
 Freefall 81
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Gallery 72 345
 Grafica 314
 Graphic Design Concepts 314
 Guitar One 86
 Guitar World 86
 Hansley Gallery, Lee 347
 Haslem Gallery, Jane 347
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Human Kinetics Publishers 204
 International Photo News 267
 Iowan Magazine, The 91
 Jeroboam 269
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan
 271
 Le Petit Musee@Wild Sage 360
 Lebrecht Music & Arts Photo Li-
 brary 271
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Lizardi/Harp Gallery 361
 Markeim Art Center 363
 Marshad Technology Group 301
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Missouri Life 99
 Monderer Design 301
 Museo ItaloAmericano 366
 Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Music Sales Group 209
 Native Peoples Magazine 102
 New York Times on the Web, The
 151
 Northwest Art Center 369
 Northwestern University Dittmar
 Memorial Gallery 369
 NOVUS 302
 Now & Then 107
 Oklahoma Today 111
 OnAsia 276
 Orlando Gallery 371
 Painet Inc. 279
 Photolife Corporation Ltd. 283

Pitcher Photo Library, Sylvia 284
 Pix International 284
 Planet 116
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posey School 303
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Rhode Island Monthly 121
 Roanoker, The 121
 Rolling Stone 121
 Running Press Book Publishers 213
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Sun.Ergos 319
 Superstock Inc. 293
 Surface Magazine 131
 Syracuse New Times 153
 Take Stock Inc. 293
 Teen Light 132
 Tide-Mark Press 230
 Tri-Art Gallery 382
 Tricycle Press 215
 Up Here 139
 Upstream People Gallery 384
 Viewfinders 296
 Washington County Museum of
 Fine Arts 386
 West Suburban Living Magazine
 142
 Weston Fine Art, Edward 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387

Pets

Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska Stock Images 239
 Animal Sheltering 157
 Animal Trails 49
 Animals Animals/Earth Scenes 241
 A + E 242
 AppaLight 243
 Appaloosa Journal 158
 Aquarium Fish Magazine 50
 Archaeology 147
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Auscape International 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Avanti Press Inc. 221
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Bird Times 54
 Boeberitz Design, Bob 305
 Bramson + Associates 311
 Bridal Guides 58
 Capstone Press 196
 Cat Fancy 62
 Cats & Kittens 64
 Charlton Photos, Inc. 251
 chickaDEE Magazine 65
 Chinastock 251
 Cleary Gallery, John 335
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 Concord Litho 222
 Cordaiy Photo Library Ltd., Sylvia
 253
 Creative Company, The 199

- Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Dinodia Photo Library 255
 Dog & Kennel 73
 Dog Fancy 74
 Dogs in Canada 74
 DW Stock Picture Library (DWSPL)
 256
 Dwan Gallery, Candace 339
 Envoy 340
 Eureka-Slide 259
 Farm & Ranch Living 77
 Farnam Companies, Inc. 313
 Fifty Something Magazine 79
 Fotoscopio 262
 Galaxy of Graphics, Ltd. 223
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Grit Magazine 85
 Haddad Gallery, Carrie 346
 HamptonDesign Group 300
 Heilman Photography, Inc., Grant
 264
 Horizon International Images Lim-
 ited 264
 Horse Illustrated 88
 Ideals Magazine 89
 Image Connection America, Inc.
 224
 Image Finders, The 266
 Jeroboam 269
 Jude Studios 315
 Keyphotos International 269
 Kimball Stock, Ron 270
 Kramer and Associates, Inc., Joan
 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Mushing 100
 National Rural Letter Carrier, The
 174
 Northwest Art Center 369
 NOVUS 302
 Okapia K.G. 276
 OnRequest Images 277
 Owen Publishers, Inc., Richard C.
 211
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Paper Products Design 226
 Pet Product News 177
 Photo Agora 280
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Recycled Paper Greetings, Inc. 227
 Reiman Media Group, Inc. 228
 Rigby Education 213
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Sun 152
 Superstock Inc. 293
 Talli's Fine Art 380
 Teen Light 132
 Tide-Mark Press 230
 Tri-Art Gallery 382
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Visual & Written 296
 Washington County Museum of
 Fine Arts 386

Wildlight Photo Agency 297
Zolan Fine Arts, LLC 231

Political

Across the Board Magazine 44
Aflo Foto Agency 236
Age Fotostock 237
AIM Magazine 45
Andes Press Agency 241
AppaLight 243
Archaeology 147
Army Magazine 159
Arnold Publishing Ltd. 194
Art Directors & Trip Photo Library 244
Art Directors Club, The 324
Art Without Walls, Inc. 325
Aurora Photos 246
Australian Picture Library 247
Austral-International Photographic Library P/L 246
Ballinger Publishing 160
Balzekas Museum of Lithuanian Culture Art Gallery 327
Bear Deluxe Magazine, The 53
Bedford/St. Martin's 195
Bettcher Gallery-Miami 329
Bonus Books, Inc. 195
Borough News Magazine 56
Briarpatch 58
Camera Press Ltd. 250
Capital Pictures 250
Catholic News Service 251
Catholic Sentinel 148
Center for Exploratory and Perceptual Art 332
Center for Fine Art Photography, The 332
Center Gallery at Old Church 334
Chinastock 251
Church of England Newspaper, The 149
Cleary Gallery, John 335
Cleveland Magazine 66
Cliff & Associates 312
Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252

Continental Newstime 69
Creative Stock Images 253
Crumb Elbow Publishing 200
DDB Stock Photography, LLC 254
Dinodia Photo Library 255
DK Stock, Inc. 255
Envoy 340
ESL Teacher Today 167
E/The Environmental Magazine 75
Eureka-Slide 259
Eye Ubiquitous/Hutchinson 260
Fellowship 78
Fifty Something Magazine 79
Friedentag Photographics 313
Gallery M 344
Gallery M, A Michael Murphy Company 344
Ghost Town 83
Government Technology 170
Grafica 314
Graphic Design Concepts 314
Harper's Magazine 86
Heuser Art Center Gallery & Hartmann Center Art Gallery 349
Hutchison Picture Library 265
Image Finders, The 266
Images.de Digital Photo GmbH 266
Immigrant Ancestors 89
Intelligence Today 91
International Photo News 267
Jeroboam 269
Judicature 172
Keyphotos International 269
Kramer and Associates, Inc., Joan 271
Le Petit Musee@Wild Sage 360
Leepa-Rattner Museum of Art 360
Lerner Publishing Group 206
Light Factory, The 361
Lineair Fotoarchief, B.V. 271
Link Picture Library 272
Maisonneuve Press 208
Mesa Contemporary Arts at Mesa Arts Center 364
MGW Newsmagazine 98
Military Officer Magazine 174
Multinational Monitor 100

Museum of Contemporary Photog-
 raphy, Columbia College
 Chicago 367
 Naval History 174
 New York Times on the Web, The
 151
 Nova Media Inc. 226
 NOVUS 302
 Now & Then 107
 OnAsia 276
 Painet Inc. 279
 Photo Associates News Service/
 Photo International 280
 Photo Edit 281
 photo-eye Gallery 373
 Planet 116
 Portfolio Graphics, Inc. 227
 Proceedings 179
 Progressive, The 119
 Reform Judaism 120
 Revolutionary War Tracks 120
 Rolling Stone 121
 San Diego Art Institute's Museum
 of the Living Artist 377
 Scholastic Library Publishing 214
 SouthComm Publishing Company,
 Inc. 127
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Syracuse Cultural Workers 229
 Tikkun 134
 TIME 134
 Toward Freedom 135
 Upstream People Gallery 384
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Whole Life Times 143
 Wildlight Photo Agency 297

Product Shots/Still Life

Absey and Co. Inc. 192
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Aflo Foto Agency 236
 Aftermarket Business 156
 Age Fotostock 237
 Animal Trails 49
 Archaeology 147
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Atlanta Homes & Lifestyles 51
 Atlantic Gallery 327
 Austral-International Photographic
 Library P/L 246
 Bachman Design Group 306
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Barnett Advertising/Design, Au-
 gustus 317
 Bedford/St. Martin's 195
 BedTimes 160
 Beene News, Charles 147
 Belian Art Center 328
 Berson, Dean, Stevens 311
 Bettcher Gallery-Miami 329
 Beverage Dynamics 161
 Boeberitz Design, Bob 305
 Bragaw Public Relations Services
 307
 Brewers Association 196
 Bristol Gift Co., Inc. 222
 Caribbean Travel & Life 62
 Carmichael-Lynch, Inc. 307
 Center Gallery at Old Church 334
 Chivalry Bookshelf 197
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Coleman Photo Library, Bruce 252

- Cordaiy Photo Library Ltd., Sylvia
 253
 Crafts Report, The 165
 Creative Company 318
 Creative Homeowner 200
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Dinodia Photo Library 255
 DM News 166
 Duck Soup Graphics, Inc. 318
 Edelstein Gallery, Paul 340
 Envision 258
 ESL Teacher Today 167
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Fifty Something Magazine 79
 Flatfile 342
 Floral Management Magazine 169
 Food Distribution Magazine 169
 Forum Publishing Co. 203
 Fotoscopio 262
 Freefall 81
 Ft. Myers Magazine 81
 Galaxy of Graphics, Ltd. 223
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Hackmeister Advertising & Public
 Relations Company 305
 Haddad Gallery, Carrie 346
 Haslem Gallery, Jane 347
 Healing Lifestyles & Spas Magazine
 87
 Heating Plumbing Air Conditioning
 (HPAC) Magazine 170
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Hitchins Company, The 315
 Human Kinetics Publishers 204
 Hutchinson Associates, Inc. 308
 Idea Bank Marketing 308
 Ideals Magazine 89
 IEEE Spectrum 171
 IGA Grocergram 171
 Immigrant Ancestors 89
 Jude Studios 315
 Juvenile Diabetes Research Foun-
 dation International 92
 Kashrus Magazine 93
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Markeim Art Center 363
 Marketing & Technology Group
 173
 Marshad Technology Group 301
 McGaw Graphics, Inc., Bruce 225
 Medical File Inc., The 274
 Metrosourc Magazine 97
 Mitchell Studios Design Consul-
 tants 301
 Modernart Editions 225
 Monderer Design 301
 Mullin/Ashley Associate 302
 Museo ItaloAmericano 366
 New York Times on the Web, The
 151
 NewDesign Magazine 175
 NOVUS 302
 Orlando Gallery 371
 Painet Inc. 279
 Pet Product News 177
 Photobank-Bangkok 282
 Photophile Stock Photography 283
 Pilot Getaways 177
 PointBlank Agency 316
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 QSR 181
 Quarto Publishing Plc. 213
 Quick Frozen Foods International
 181
 Ralls Collection Inc., The 376
 Restaurant Hospitality 183
 Retailers Forum 184
 Revolutionary War Tracks 120
 Saks Associates, Arnold 303

San Diego Art Institute's Museum
of the Living Artist 377
Sandlapper Magazine 124
Schmidt Design, Henry 319
Scholastic Library Publishing 214
SouthComm Publishing Company,
Inc. 127
Southwest Airlines Spirit 128
Stock Foundry Images 290
Stock Transparency Services/
STSimages 291
Superstock Inc. 293
Surface Magazine 131
Talli's Fine Art 380
Taste for Life 131
Teen Light 132
Tobol Group, Inc. 303
Top Producer 186
Travel + Leisure 137
Tri-Art Gallery 382
Upstream People Gallery 384
Vermont Life 139
Visual Arts Center of Northwest
Florida 385
Warne Marketing & Communica-
tions 319
Warner Books 217
Washington County Museum of
Fine Arts 386
WaveLength Magazine 142
White Productions, Inc., Dana 317
Wildlight Photo Agency 297
Woodshop News 189
World Tobacco 189
Writer's Digest 144
Zahn & Associates, Spencer 304

Religious

Accent Alaska/Ken Graham
Agency 235
Adirondack Lakes Center for the
Arts 322
Aflo Foto Agency 236
Age Fotostock 237
AKM Images, Inc. 238
Ancient Art & Architecture Collec-
tion, Ltd., The 241

Andes Press Agency 241
Animal Trails 49
AppaLight 243
Aquarius 147
Archaeology 147
Archivo Criollo 243
ArkReligion.com 244
Art Directors & Trip Photo Library
244
Art Directors Club, The 324
Australian Picture Library 247
Austral-International Photographic
Library P/L 246
Balzekas Museum of Lithuanian
Culture Art Gallery 327
Benelux Press B.V. 247
Benham Studio Gallery 328
Bettcher Gallery-Miami 329
Blossom Street Gallery & Sculpture
Garden 329
Bridal Guides 58
Bristol Gift Co., Inc. 222
Canada Lutheran 59
Catholic News Service 251
Catholic Sentinel 148
Charisma Magazine 64
Chinastock 251
Church of England Newspaper,
The 149
Civitan Magazine 163
Cleary Gallery, John 335
Cliff & Associates 312
Company Magazine 68
Concord Litho 222
Conscience 69
Cordaiy Photo Library Ltd., Sylvia
253
Creative Stock Images 253
Crumb Elbow Publishing 200
Dance 72
DDB Stock Photography, LLC 254
Dinodia Photo Library 255
Dovetail 74
Dwan Gallery, Candace 339
E & E Picture Library 257
Educational Images 257
ESL Teacher Today 167

- Eureka-Slide 259
 Faith Today 77
 Fellowship 78
 Ffotograff 260
 Fotoscopio 262
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Com-
 pany 344
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Graphic Design Concepts 314
 Guideposts 85
 Hadassah Magazine 86
 HamptonDesign Group 300
 Havu Gallery, William 347
 Hearst Art Gallery, Saint Mary's
 College 348
 Herald Press 204
 Hutchison Picture Library 265
 Immigrant Ancestors 89
 Inner Traditions/Bear & Company
 205
 Insight Magazine 90
 Isopix 268
 Jeroboam 269
 Jewish Action 92
 Jones Gallery, Stella 357
 Journal of Adventist Education 172
 Kashrus Magazine 93
 Keyphotos International 269
 Kramer and Associates, Inc., Joan
 271
 Land of the Bible Photo Archive
 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lineair Fotoarchief, B.V. 271
 Link Picture Library 272
 Liturgy Training Publications 206
 Lizardi/Harp Gallery 361
 Lutheran Forum 96
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Na'amat Woman 101
 New Leaf Press, Inc. 210
 newWitch 105
 Northwest Art Center 369
 Nova Media Inc. 226
 NOVUS 302
 Omni-Photo Communications 276
 OnAsia 276
 ONE 112
 Orlando Gallery 371
 Painet Inc. 279
 Photo Agora 280
 Photo Edit 281
 Photophile Stock Photography 283
 Ponkawonka Inc. 285
 Portfolio Graphics, Inc. 227
 Pucker Gallery 375
 Quarto Publishing Plc. 213
 Rainbow 286
 Reform Judaism 120
 Revolutionary War Tracks 120
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Sentient Publications, LLC 214
 Shine Brightly 126
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Talli's Fine Art 380
 Teen Light 132
 Tide-Mark Press 230
 Travel Ink Photo Library 294
 Tricycle 137
 Tropix Photo Library 295
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Visual & Written 296
 War Cry, The 140
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Wildlight Photo Agency 297

Women's Center Art Gallery 387
World Religions Photo Library 298

Rural

Accent Alaska/Ken Graham
Agency 235
Adirondack Lakes Center for the
Arts 322
Aflo Foto Agency 236
After Five Magazine 45
Age Fotostock 237
AKM Images, Inc. 238
Alabama Living 46
Andes Press Agency 241
Animal Trails 49
Ant Photo Library 242
AppaLight 243
Archaeology 147
Archivo Criollo 243
Art Directors & Trip Photo Library
244
Art Directors Club, The 324
Art Source L.A., Inc. 324
Art Without Walls, Inc. 325
Arts Iowa City 326
Ashland Arts/Icon Studios 327
Atlantic Gallery 327
Aurora Photos 246
Australian Picture Library 247
Austral-International Photographic
Library P/L 246
Balzekas Museum of Lithuanian
Culture Art Gallery 327
Beef Today 161
Belian Art Center 328
Benelux Press B.V. 247
Benham Studio Gallery 328
Blossom Street Gallery & Sculpture
Garden 329
Boeberitz Design, Bob 305
Bon Art/Artique/Art Resources
Int., Ltd. 221
Branches 57
Bridal Guides 58
Business of Art Center 331
California Views/Mr. Pat Hatha-
way Historical Photo Collection
249

Cape Cod Life Including Martha's
Vineyard & Nantucket 60
Capstone Press 196
Carmichael-Lynch, Inc. 307
Center for Fine Art Photography,
The 332
Center Gallery at Old Church 334
Chinastock 251
Cleary Gallery, John 335
Cliff & Associates 312
Coleman Photo Library, Bruce 252
Concord Litho 222
Cordaiy Photo Library Ltd., Sylvia
253
Corporate Art Source/CAS Gallery
337
Country 70
Countryman Press, The 198
Creative Company, The 199
Creative Homeowner 200
Creative Stock Images 253
Crumb Elbow Publishing 200
Dance 72
DDB Stock Photography, LLC 254
Dinodia Photo Library 255
Duck Soup Graphics, Inc. 318
DW Stock Picture Library (DWSPL)
256
Dwan Gallery, Candace 339
Ecoscene 257
ESL Teacher Today 167
Eureka-Slide 259
Farm & Ranch Living 77
Farnam Companies, Inc. 313
Fencers Quarterly Magazine 78
Fifty Something Magazine 79
Flatfile 342
Focus New Zealand Photo Library
Ltd. 261
France Magazine 81
Freefall 81
Freeport Arts Center 343
Fur-Fish-Game 82
Gallery Luisotti 344
Gallery M, A Michael Murphy Com-
pany 344
Gallery 72 345

- Georgia Backroads 83
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 Grit Magazine 85
 Haddad Gallery, Carrie 346
 Hansley Gallery, Lee 347
 Havu Gallery, William 347
 Heilman Photography, Inc., Grant 264
 Hemphill 348
 Henry Street Settlement/Abrons Art Center 348
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Icebox Quality Framing & Gallery 350
 Immigrant Ancestors 89
 Iowan Magazine, The 91
 ITE Journal 171
 Jeroboam 269
 Jones Gallery, Stella 357
 Kansas! 93
 Kashrus Magazine 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Landing Gallery 359
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lehigh University Art Galleries 360
 Lerner Publishing Group 206
 Macalester Gallery 362
 Markeim Art Center 363
 MBI Publishing Company 208
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa Arts Center 364
 Missouri Life 99
 Montana Magazine 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Printing History 367
 Northern Woodlands 106
 Northwest Art Center 369
 Northwoods Journal 107
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 Now & Then 107
 O.K. Harris Works of Art 369
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Orlando Gallery 371
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Panoramic Images 279
 Persimmon Hill Magazine 115
 Photo Agora 280
 PHOTO Techniques 116
 Photophile Stock Photography 283
 Pitcher Photo Library, Sylvia 284
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Posters International 227
 Primavera 118
 Pucker Gallery 375
 Ralls Collection Inc., The 376
 Reiman Media Group, Inc. 213, 228
 Reminisce 120
 Revolutionary War Tracks 120
 Running Press Book Publishers 213
 Rural Heritage 122
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 SouthComm Publishing Company, Inc. 127
 Southside Gallery 378
 Spectrum Pictures 288
 State Street Gallery 379
 Stock Foundry Images 290
 Stock Options® 291

Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Sun, The 130
 Superstock Inc. 293
 Synchronicity Fine Arts 380
 Take Stock Inc. 293
 Talli's Fine Art 380
 Taube Museum of Art, Lillian &
 Coleman 380
 Teen Light 132
 Teldon 230
 Throckmorton Fine Art 381
 Top Producer 186
 Touchstone Gallery 381
 Travel Ink Photo Library 294
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Up and Under 138
 Vermont Life 139
 Visual & Written 296
 Voyageur Press 216
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Western Producer, The 154
 White Canvas Gallery 386
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 WRITERS' Journal 189
 Zolan Fine Arts, LLC 231

Science

Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Advanced Manufacturing 156
 Aflo Foto Agency 236
 Age Fotostock 237
 Allyn & Bacon Publishers 193
 Anthro-Photo File 242
 AppaLight 243
 Archaeology 147
 Art Directors & Trip Photo Library
 244

Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artwerks Stock Photography 245
 Asia Images Group 245
 Astronomy 50
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bee Culture 161
 Benelux Press B.V. 247
 Bergman Collection, The 248
 Biological Photo Service and Terra-
 photographics 248
 Boeberitz Design, Bob 305
 Boys' Life 57
 Brainworks Design Group 311
 Bramson + Associates 311
 Brewers Association 196
 BSIP 249
 Camera Press Ltd. 250
 CareerFOCUS Magazine 61
 Chatham Press 197
 chickaDEE Magazine 65
 Chinastock 251
 Cleary Gallery, John 335
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 College PreView Magazine 67
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Custom Medical Stock Photo 254
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 Ecoscene 257

- Educational Images 257
 ESL Teacher Today 167
 Eureka-Slide 259
 Fencers Quarterly Magazine 78
 Focus New Zealand Photo Library Ltd. 261
 Freefall 81
 Friedentag Photographics 313
 Fundamental Photographs 262
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Ghost Town 83
 Grafica 314
 Graphic Design Concepts 314
 HamptonDesign Group 300
 Heilman Photography, Inc., Grant 264
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Holt, Rinehart and Winston 204
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 IEEE Spectrum 171
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Isopix 268
 Iverson Science Photos 268
 Jeroboam 269
 Juvenile Diabetes Research Foundation International 92
 Keyphotos International 269
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Mattei Photography, Michele 273
 Medical File Inc., The 274
 Medical On Line Ltd. 274
 Mesa Contemporary Arts at Mesa Arts Center 364
 Monderer Design 301
 Multinational Monitor 100
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Northern Arizona 209
 New York Times on the Web, The 151
 Northern Woodlands 106
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 OnAsia 276
 OnRequest Images 277
 Owen Publishers, Inc., Richard C. 211
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Panoramic Images 279
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photobank-Bangkok 282
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Planet 116
 Plastics Technology 178
 Portfolio Graphics, Inc. 227
 Quarto Publishing Plc. 213
 Rainbow 286
 Ranger Rick 120
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scholastic Magazines 124
 Science Scope 184
 Scientific American 125
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stack & Associates, Inc., Tom 289

Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Superstock Inc. 293
 Teen Light 132
 Tri-Art Gallery 382
 Tricycle Press 215
 Viewfinders 296
 Visual & Written 296
 Warne Marketing & Communica-
 tions 319
 Washington County Museum of
 Fine Arts 386
 Water Well Journal 188
 Western Producer, The 154
 Wildlight Photo Agency 297

Seasonal

Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Advanced Graphics 220
 Aerial Photography Services 192
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska Stock Images 239
 American Bee Journal 157
 Animal Trails 49
 AppaLight 243
 Appaloosa Journal 158
 Archaeology 147
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Atlanta Parent 51
 Austral-International Photographic
 Library P/L 246
 Avanti Press Inc. 221
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Baseball 53
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Birds & Blooms 56
 Blue Ridge Country 56
 Blue Sky Publishing 221
 Boeberitz Design, Bob 305
 Borealis Press, The 221
 Branches 57
 Brentwood Magazine 58
 Bridal Guides 58
 Bristol Gift Co., Inc. 222
 Canada Lutheran 59
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Cape Rock, The 61
 Capper's 148
 Capstone Press 196
 Caribbean Travel & Life 62
 Catholic Sentinel 148
 Centric Corporation 222
 Chatsworth Collection, The 222
 chickaDEE Magazine 65
 Chirp Magazine 65
 Cleveland Magazine 66
 Cliff & Associates 312
 Comstock Cards 222
 Concord Litho 222
 Conscience 69
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Country 70
 Countryman Press, The 198
 CRC Product Services 71
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 Dance 72
 Design Design, Inc. 223
 Dinodia Photo Library 255
 Dovetail 74
 Down The Shore Publishing Corp.
 201
 E & E Picture Library 257
 ESL Teacher Today 167
 Farcountry Press 202
 Farm & Ranch Living 77
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79

- Focus New Zealand Photo Library Ltd. 261
 Forum Publishing Co. 203
 Foto-Press Timmermann 261
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Company 344
 Georgia Backroads 83
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Graphic Arts Center Publishing Company 203
 Graphic Design Concepts 314
 Grit Magazine 85
 Guest Informant 85
 HamptonDesign Group 300
 Heilman Photography, Inc., Grant 264
 Hopper House Art Center, Edward 349
 Hunger Mountain 88
 Hutchison Picture Library 265
 Ideals Magazine 89
 Image Finders, The 266
 Immigrant Ancestors 89
 Impact Photographics 225
 Indianapolis Monthly 90
 Iowan Magazine, The 91
 Isopix 268
 Jeroboam 269
 Kansas! 93
 Kashrus Magazine 93
 Keyphotos International 269
 Kimball Stock, Ron 270
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Markeim Art Center 363
 Mesa Contemporary Arts at Mesa Arts Center 364
 Metrosource Magazine 97
 Michigan Out-of-Doors 98
 Missouri Life 99
 Modernart Editions 225
 Monderer Design 301
 Montana Magazine 99
 Motoring & Leisure 99
 Mushing 100
 Na'amat Woman 101
 New York State Conservationist Magazine 105
 newWitch 105
 Northern Woodlands 106
 Northland Publishing 210
 Northwest Territories Explorer's Guide 175
 Northwest Travel Magazine 107
 Northwestern University Dittmar Memorial Gallery 369
 Northwoods Journal 107
 Nova Media Inc. 226
 NOVUS 302
 OnAsia 276
 OnRequest Images 277
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Pacific Yachting Magazine 114
 Painet Inc. 279
 Palm Press, Inc. 226
 Panoramic Images 279
 Paper Products Design 226
 Persimmon Hill Magazine 115
 Pet Product News 177
 Pfaffman Gallery, Scott 373
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Posters International 227
 Pucker Gallery 375
 Rainbow 286
 Rangefinder, The 181
 Recycled Paper Greetings, Inc. 227
 Reiman Media Group, Inc. 213, 228
 Reminisce 120
 Revolutionary War Tracks 120
 Rhode Island Monthly 121
 Roanoker, The 121
 Running Press Book Publishers 213
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124

Sanghavi Enterprises Pvt. Ltd. 228
 Scholastic Library Publishing 214
 SouthComm Publishing Company,
 Inc. 127
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Surface Magazine 131
 Syracuse New Times 153
 Teen Light 132
 Texas Highways 132
 Trails Media Group 230
 Unicorn Stock Photos 295
 Up Here 139
 Upstream People Gallery 384
 Vermont Life 139
 Village Profile 140
 Visual Arts Center of Northwest
 Florida 385
 Voyageur Press 216
 War Cry, The 140
 Washington County Museum of
 Fine Arts 386
 West Suburban Living Magazine
 142
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Zolan Fine Arts, LLC 231

Senior Citizens

AAA Image Makers 235
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Advanced Graphics 220
 Aflo Foto Agency 236
 Age Fotostock 237
 Alaska 46
 Alaska Stock Images 239
 Allyn & Bacon Publishers 193

Andes Press Agency 241
 AppaLight 243
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Asia Images Group 245
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Bachman Design Group 306
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Benelux Press B.V. 247
 Bettcher Gallery-Miami 329
 Blue Ridge Country 56
 Boeberitz Design, Bob 305
 Borealis Press, The 221
 Canada Lutheran 59
 Capitol Complex Exhibitions 332
 Catholic News Service 251
 Center for Fine Art Photography,
 The 332
 Chatsworth Collection, The 222
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production,
 Steven 305
 Coleman Photo Library, Bruce 252
 Cordaiy Photo Library Ltd., Sylvia
 253
 Country 70
 CRC Product Services 71
 Creative Company 318
 Creative Stock Images 253
 Dance 72
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dockery House Publishing, Inc.
 200
 DW Stock Picture Library (DWSPL)
 256

- Eureka-Slide 259
 Faith Today 77
 Family Motor Coaching 77
 Farcountry Press 202
 Fencers Quarterly Magazine 78
 Fifty Something Magazine 79
 Focus New Zealand Photo Library Ltd. 261
 Foto-Press Timmermann 261
 Fotoscopio 262
 Freefall 81
 Freeport Arts Center 343
 Gallery M, A Michael Murphy Company 344
 Gallery 72 345
 Grafica 314
 Graphic Design Concepts 314
 HamptonDesign Group 300
 Haslem Gallery, Jane 347
 Herald Press 204
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Highways 87
 Home Education Magazine 88
 Horizon International Images Limited 264
 Hutchison Picture Library 265
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Isopix 268
 Jeroboam 269
 Jude Studios 315
 Kalliope 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lutheran Forum 96
 Markeim Art Center 363
 MAXX Images, Inc. 273
 Medical On Line Ltd. 274
 Mesa Contemporary Arts at Mesa Arts Center 364
 Museo ItaloAmericano 366
 Museum of Contemporary Photography, Columbia College Chicago 367
 Na'amat Woman 101
 Native Peoples Magazine 102
 Naturist Life International 103
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 Omni-Photo Communications 276
 Pacific Stock 278
 Painet Inc. 279
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photo Stock/Granataimages.com 282
 PhotoEdit 282
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Primavera 118
 Reiman Media Group, Inc. 213
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Santoro Graphics Ltd. 228
 Scholastic Library Publishing 214
 Sea 125
 Silver Image Photo Agency, Inc. 288
 SouthComm Publishing Company, Inc. 127
 Spectrum Pictures 288
 Stock Foundry Images 290
 Stock Transparency Services/STSimages 291
 Strang Communications Company 215
 Streetpeople's Weekly News 152
 Sun, The 130
 Superstock Inc. 293
 Syracuse Cultural Workers 229

Take Stock Inc. 293
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Tri-Art Gallery 382
 Tyndale House Publishers 215
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Viewfinders 296
 Village Profile 140
 Visitor's Choice Magazine 216
 Visual & Written 296
 Visual Arts Center of Northwest Florida 385
 Washington County Museum of Fine Arts 386
 West Suburban Living Magazine 142
 Wildlight Photo Agency 297
 Women's Center Art Gallery 387
 Women's Health Group 217
 Wyoming Companion Magazine, The 145

Sports

AAA Image Makers 235
 AAP News 156
 Accent Alaska/Ken Graham Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the Arts 322
 Adventure Cyclist 44
 Aflo Foto Agency 236
 After Five Magazine 25
 Age Fotostock 237
 AMC Outdoors 46
 American Angler 47
 American Hunter 48
 American Motorcyclist 48
 American Sports Network 147
 American Turf Monthly 49
 Appalachian Mountain Club Books 194
 Appaloosa Journal 158
 Archaeology 147

Argus Photoland, Ltd. (APL) 243
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artwerks Stock Photography 245
 Athletic Business 159
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Balloon Life 52
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Baseball 53
 BC Outdoors: Hunting & Shooting 53
 BC Outdoors: Sport Fishing & Outdoor Adventure 53
 Bear Enthusiast Marketing Group 311
 Beene News, Charles 147
 Bennett Galleries and Company 328
 Boeberitz Design, Bob 305
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Bonus Books, Inc. 195
 Bowhunter 57
 Brainworks Design Group 311
 Brentwood Magazine 58
 Camera Press Ltd. 250
 Canadian Rodeo News 60
 Canoe & Kayak 60
 Capstone Press 196
 Caribbean Travel & Life 62
 chickaDEE Magazine 65
 Chinastock 251
 Chivalry Bookshelf 197
 Chronicle of the Horse, The 66
 Clarion-Ledger, The 149
 Cleveland Magazine 66
 Cliff & Associates 312
 Cohen Motion Picture Production, Steven 305
 Coleman Photo Library, Bruce 252

- Continental Newstime 69
 Cordaity Photo Library Ltd., Sylvia 253
 Countryman Press, The 198
 Crabtree Publishing Company 198
 Creative Company, The 199
 Creative Stock Images 253
 Cruising World 71
 Crumb Elbow Publishing 200
 Cycle California! Magazine 72
 Dakota Outdoors 72
 DDB Stock Photography, LLC 254
 Deer and Deer Hunting 73
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Drake Magazine, The 75
 Duck Soup Graphics, Inc. 318
 ECW Press 201
 Elks Magazine, The 76
 Empics 258
 ESL Teacher Today 167
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Fahey/Klein Gallery 341
 Fencers Quarterly Magazine 78
 Field & Stream 78
 Fifty Something Magazine 79
 Fishing and Hunting News 149
 540 Rider 79
 Fly Fisherman 80
 Fly Rod & Reel 80
 Focus New Zealand Photo Library Ltd. 261
 Fotoscopio 262
 Ft. Myers Magazine 81
 Fur-Fish-Game 82
 Gallant Greetings Corp. 223
 Gallery Magazine 82
 Game & Fish Magazines 82
 Ghost Town 83
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Design Concepts 314
 Guideposts 85
 Harper Studios, Inc. & EcoStock Photography 263
 Haslem Gallery, Jane 347
 Horizon International Images Limited 264
 Horse Illustrated 88
 Human Kinetics Publishers 204
 Image Finders, The 266
 Image Integration 315
 Immigrant Ancestors 89
 Inside Triathlon 90
 Jeroboam 269
 Journal of Asian Martial Arts 92
 Kansas! 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Lake Country Journal 94
 Lakestyle 95
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Limited Editions & Collectibles 361
 Log Newspaper, The 150
 Sportslight Photo 289
 Markeim Art Center 363
 Marlin 97
 Marshad Technology Group 301
 Michigan Out-of-Doors 98
 Minnesota Golfer 98
 Modernart Editions 225
 Monderer Design 301
 Motoring & Leisure 99
 Museo ItaloAmericano 366
 Mushing 100
 Muzzle Blasts 101
 Myriad Productions 306
 National Masters News 151
 New York Times on the Web, The 151
 Nors Graphics 226
 North American Whitetail Magazine 106
 Northwest Art Center 369
 Northwestern University Dittmar Memorial Gallery 369
 NOVUS 302
 Offshore 111
 Oklahoma Today 111

- Omni-Photo Communications 276
 OnAsia 276
 Opcao Brasil Imagens 277
 Outdoor Canada 113
 Outdoor Empire Publishing, Inc.
 211
 Owen Publishers, Inc., Richard C.
 211
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Pacific Yachting Magazine 114
 Packer Report 151
 Paddler Magazine 114
 Painet Inc. 279
 Panoramic Images 279
 Pennsylvania Angler & Boater 114
 Photo Edit 281
 Photobank-Bangkok 282
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Planet 116
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posters International 227
 ProStar Publications Inc. 212
 Purestock 286
 Quarto Publishing Plc. 213
 Racquetball Magazine 119
 Ralls Collection Inc., The 376
 Referee 182
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Rigby Education 213
 Roanoker, The 121
 Roggen Advertising and Public Re-
 lations, Ted 317
 Rugby Magazine 122
 Sail Magazine 123
 Sailing 123
 Sailing World 123
 Saks Associates, Arnold 303
 Salt Water Sportsman 124
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Sharing the Victory 125
 Shooting Sports USA 126
 Skyscan Photolibrary 288
 SouthComm Publishing Company,
 Inc. 127
 Southern Boating 128
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Speedway Illustrated 129
 Sport Fishing 129
 Sports Illustrated 129
 SportsCar 129
 Sportslight Photo 289
 Still Media 290
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 StockMedia.net 292
 Sun 152
 Sunday Post, The 153
 Superstock Inc. 293
 Surfing Magazine 131
 Take Stock Inc. 293
 Teen Light 132
 Teldon 230
 Tennis Week 132
 Texas Monthly 133
 Tide-Mark Press 230
 Times of the Islands 134
 Top Stock 294
 Toronto Sun Publishing 153
 Track & Field News 135
 Trail Runner 136
 Trailer Boats Magazine 136
 Travel Ink Photo Library 294
 Travel + Leisure 137
 Turkey & Turkey Hunting 138
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 VeloNews 153
 Vermont Life 139
 Viewfinders 296
 Visitor's Choice Magazine 216
 Washington Blade, The 154
 Washington County Museum of
 Fine Arts 386
 Washington Trails 141

Water Skier, The 141
 Watercraft World 141
 WaterSki 141
 WaveLength Magazine 142
 Western Horseman 142
 Western Outdoors 142
 Wildlight Photo Agency 297
 Windigo Images 297
 Wisconsin Snowmobile News 144
 Women's Center Art Gallery 387
 Women's Health Group 217
 World Sports & Entertainment 144
 Youth Runner Magazine 145
 Zolan Fine Arts, LLC 231

Technology/Computers

AAA Image Makers 235
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Advanced Manufacturing 156
 Aflo Foto Agency 236
 Age Fotostock 237
 Allyn & Bacon Publishers 193
 American Motorcyclist 48
 AOPA Pilot 158
 AppaLight 243
 Aquarius 147
 Archaeology 147
 Army Magazine 159
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Artwerks Stock Photography 245
 Asia Images Group 245
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Avionics Magazine 160
 Bachman Design Group 306
 Ballinger Publishing 160
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327

Bedford/St. Martin's 195
 Benelux Press B.V. 247
 Bentley Publishers 195
 Bergman Collection, The 248
 Bettcher Gallery-Miami 329
 Biological Photo Service and Terra-
 photographics 248
 Blossom Street Gallery & Sculpture
 Garden 329
 Boeberitz Design, Bob 305
 Borough News Magazine 56
 Brainworks Design Group 311
 CareerFOCUS Magazine 61
 chickaDEE Magazine 65
 Chinastock 251
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 College PreView Magazine 67
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Contemporary Arts Center, The 336
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Creative Company 318
 Creative Company, The 199
 Creative Stock Images 253
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Design Conceptions 255
 Design2Market 312
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Duck Soup Graphics, Inc. 318
 Educational Images 257
 Electric Perspectives 166
 Electrical Apparatus 167
 Elks Magazine, The 76
 ESL Teacher Today 167
 Eureka-Slide 259
 Ewing Galloway Inc. 259
 Fencers Quarterly Magazine 78
 Focus New Zealand Photo Library
 Ltd. 261
 Foto-Press Timmermann 261

- Fotoscopio 262
 Friedentag Photographics 313
 Fundamental Photographs 262
 Gallery Luisotti 344
 Gallery M, A Michael Murphy Company 344
 Geosynthetics 169
 Ghost Town 83
 Government Technology 170
 Grafica 314
 Graphic Design Concepts 314
 Hackmeister Advertising & Public Relations Company 305
 Heilman Photography, Inc., Grant 264
 Heuser Art Center Gallery & Hartmann Center Art Gallery 349
 Horizon International Images Limited 264
 Hutchinson Associates, Inc. 308
 Hutchison Picture Library 265
 IEEE Spectrum 171
 Image Finders, The 266
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Isopix 268
 ITE Journal 171
 Iverson Science Photos 268
 Jeroboam 269
 Journal of Adventist Education 172
 Journal of Psychoactive Drugs 172
 Jude Studios 315
 Kashrus Magazine 93
 Keyphotos International 269
 KNOWAtlanta 94
 Kramer and Associates, Inc., Joan 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Lineair Fotoarchief, B.V. 271
 Mattei Photography, Michele 273
 McGraw-Hill 209
 Medical File Inc., The 274
 Meetings and Incentive Travel 173
 Mesa Contemporary Arts at Mesa Arts Center 364
 Monderer Design 301
 Motoring & Leisure 99
 Mullin/Ashley Associate 302
 Multinational Monitor 100
 Museum of Contemporary Photography, Columbia College Chicago 367
 New York Times on the Web, The 151
 Nova Media Inc. 226
 Novastock 275
 NOVUS 302
 Okapia K.G. 276
 OnAsia 276
 OnRequest Images 277
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Painet Inc. 279
 Panoramic Images 279
 Photo Agora 280
 Photo Edit 281
 PHOTO Techniques 116
 Photobank-Bangkok 282
 Photolife Corporation Ltd. 283
 PI Magazine 177
 Plastics News 178
 Plastics Technology 178
 PointBlank Agency 316
 Police Magazine 179
 Portfolio Graphics, Inc. 227
 Prakken Publications, Inc. 212
 Professional Photographer 180
 Quarto Publishing Plc. 213
 Rental Management 183
 Revolutionary War Tracks 120
 Roanoker, The 121
 Saks Associates, Arnold 303
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Scholastic Library Publishing 214
 Scientific American 125
 Scrap 184
 SouthComm Publishing Company, Inc. 127

Southwest Airlines Spirit 128
 Spectrum Pictures 288
 SportsCar 129
 Springfield! Magazine 130
 Stack & Associates, Inc., Tom 289
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Streetpeople's Weekly News 152
 Superstock Inc. 293
 Surface Magazine 131
 Take Stock Inc. 293
 Teen Light 132
 TRH Pictures 294
 Tropix Photo Library 295
 UCR/California Museum of Pho-
 tography 382
 Upstream People Gallery 384
 Viewfinders 296
 Village Profile 140
 Visual & Written 296
 Warne Marketing & Communica-
 tions 319
 Washington County Museum of
 Fine Arts 386
 Waveland Press, Inc. 217
 Wildlight Photo Agency 297
 Worcester Polytechnic Institute
 304

Travel

AAA Midwest Traveler 44
 AAP News 156
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 AKM Images, Inc. 238
 Alaska Stock Images 239
 AMC Outdoors 46
 American Motorcyclist 48
 Ancient Art & Architecture Collec-
 tion, Ltd., The 241

Andes Press Agency 241
 Animals Animals/Earth Scenes 241
 AOPA Pilot 158
 AppaLight 243
 Aquarius 147
 Archaeology 147
 Archivo Criollo 243
 Art Directors & Trip Photo Library
 244
 Art Directors Club, The 324
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art@Net International Gallery 325
 Artwerks Stock Photography 245
 Ashland Arts/Icon Studios 327
 Atlantic Gallery 327
 Aurora Photos 246
 Australian Picture Library 247
 Austral-International Photographic
 Library P/L 246
 Avionics Magazine 160
 Backpacker Magazine 52
 Ballinger Publishing 160
 Balzekas Museum of Lithuanian
 Culture Art Gallery 327
 Bennett Galleries and Company
 328
 Bird Watching Magazine 54
 Birder's World 55
 Blossom Street Gallery & Sculpture
 Garden 329
 Blue Ridge Country 56
 Boeberitz Design, Bob 305
 Branches 57
 Brentwood Magazine 58
 Bridal Guides 58
 Business of Art Center 331
 California Views/Mr. Pat Hatha-
 way Historical Photo Collection
 249
 Camera Press Ltd. 250
 Canoe & Kayak 60
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Cape Rock, The 61
 Capstone Press 196
 Caribbean Travel & Life 62

- Carmichael-Lynch, Inc. 307
 Center Gallery at Old Church 334
 chickaDEE Magazine 65
 Chinastock 251
 Civitan Magazine 163
 Cleary Gallery, John 335
 Cleveland Magazine 66
 Cliff & Associates 312
 Coleman Photo Library, Bruce 252
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Contemporary Bride Magazine 69
 Continental Newstime 69
 Cordaiy Photo Library Ltd., Sylvia
 253
 Country 70
 Countryman Press, The 198
 Creative Company, The 199
 Creative Stock Images 253
 Cruising World 71
 Crumb Elbow Publishing 200
 DDB Stock Photography, LLC 254
 Dinodia Photo Library 255
 DK Stock, Inc. 255
 Dockery House Publishing, Inc.
 200
 Down The Shore Publishing Corp.
 201
 Duck Soup Graphics, Inc. 318
 DW Stock Picture Library (DWSPL)
 256
 ECW Press 201
 Educational Images 257
 ESL Teacher Today 167
 eStock Photo, LLC 258
 Eureka-Slide 259
 Family Motor Coaching 77
 Field & Stream 78
 Fifty Something Magazine 79
 Flatfile 342
 Focus New Zealand Photo Library
 Ltd. 261
 Food & Wine 80
 Fotoconcept Inc. 262
 Foto-Press Timmermann 261
 Fotoscopio 262
 France Magazine 81
 France Today 81
 Freeport Arts Center 343
 Ft. Myers Magazine 81
 Gallant Greetings Corp. 223
 Gallery 72 345
 Ghost Town 83
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Arts Center Publishing
 Company 203
 Graphic Design Concepts 314
 Guest Informant 85
 Hadassah Magazine 86
 Harper Studios, Inc. & EcoStock
 Photography 263
 Haslem Gallery, Jane 347
 Healing Lifestyles & Spas Magazine
 87
 Hearst Art Gallery, Saint Mary's
 College 348
 Henle Studio, Maria 348
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Highways 87
 Horizon International Images Lim-
 ited 264
 Hutchison Picture Library 265
 Icebox Quality Framing & Gallery
 350
 Image Finders, The 266
 Images.de Digital Photo GmbH 266
 Immigrant Ancestors 89
 Impact Photographics 225
 In The Wind 89
 Insight Guides 205
 Instinct Magazine 90
 International Photo News 267
 Interval World 91
 Iowan Magazine, The 91
 Italian America 91
 ITE Journal 171
 Jadite Galleries 357
 Jayawardene Travel Photo Library
 269
 Jeroboam 269
 Jewish Action 92
 Kansas! 93

- Kashrus Magazine 93
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kramer and Associates, Inc., Joan 271
 Lake Superior Magazine 94
 Lakestyle 95
 Land of the Bible Photo Archive 271
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Limited Editions & Collectibles 361
 Lineair Fotoarchief, B.V. 271
 Link Picture Library 272
 Lonely Planet Images 272
 Luckypix 273
 Markeim Art Center 363
 Marlboro Gallery 364
 Marshad Technology Group 301
 MBI Publishing Company 208
 Meetings and Incentive Travel 173
 Mesa Contemporary Arts at Mesa Arts Center 364
 Metrosourc Magazine 97
 MGW Newsmagazine 98
 Military Officer Magazine 174
 Missouri Life 99
 Monderer Design 301
 Motoring & Leisure 99
 Multiple Exposures Gallery 366
 Museo ItaloAmericano 366
 Na'amat Woman 101
 Native Peoples Magazine 102
 Naturist Life International 103
 New York State Conservationist Magazine 105
 New York Times on the Web, The 151
 Northern Woodlands 106
 Northland Publishing 210
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwest Travel Magazine 107
 Northwestern University Dittmar Memorial Gallery 369
 Novastock 275
 NOVUS 302
 Now & Then 107
 Offshore 111
 Okapia K.G. 276
 Oklahoma Today 111
 Omni-Photo Communications 276
 OnAsia 276
 OnRequest Images 277
 Orlando Gallery 371
 Owen Publishers, Inc., Richard C. 211
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Painet Inc. 279
 Panoramic Images 279
 Paper Products Design 226
 Pelican Publishing Co. 211
 Pennsylvania 114
 Penthouse 115
 Persimmon Hill Magazine 115
 Photo Agora 280
 Photo Edit 281
 Photo Researchers, Inc. 281
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Pilot Getaways 177
 Playboy 117
 Ponkawonka Inc. 285
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Posters International 227
 ProStar Publications Inc. 212
 Pump House Center for the Arts 375
 Quarto Publishing Plc. 213
 Ralls Collection Inc., The 376
 Recommend Magazine 182
 Reiman Media Group, Inc. 228
 Revolutionary War Tracks 120
 Rights International Group 228
 Roanoker, The 121
 Roggen Advertising and Public Relations, Ted 317
 Running Press Book Publishers 213
 Sail Magazine 123
 Sailing 123

Salt Water Sportsman 124
 San Diego Art Institute's Museum
 of the Living Artist 377
 Sandlapper Magazine 124
 Santa Barbara Magazine 124
 Scholastic Library Publishing 214
 Sea 125
 Silver Image Photo Agency, Inc.
 288
 Skipping Stones 127
 Soundlight 306
 SouthComm Publishing Company,
 Inc. 127
 Southern Boating 128
 Southside Gallery 378
 Southwest Airlines Spirit 128
 Specialty Travel Index 185
 Spectrum Pictures 288
 Springfield! Magazine 130
 State Street Gallery 379
 Still Media 290
 Stock Foundry Images 290
 Stock Transparency Services/
 STSimages 291
 Sun, The 130
 Superstock Inc. 293
 Surface Magazine 131
 Surfing Magazine 131
 Talli's Fine Art 380
 Taube Museum of Art, Lillian &
 Coleman 380
 Teen Light 132
 Teldon 230
 Texas Highways 132
 Texas Monthly 133
 Tide-Mark Press 230
 Timecast Productions 293
 Times of the Islands 134
 Trail Runner 136
 Trailer Boats Magazine 136
 Transitions Abroad 136
 Travel Ink Photo Library 294
 Travel + Leisure 137
 Traveller 137
 Travelworld International Maga-
 zine 137
 Tri-Art Gallery 382

Tropix Photo Library 295
 Unicorn Stock Photos 295
 Upstream People Gallery 384
 Vermont Life 139
 Viewfinders 296
 Visual & Written 296
 Voyageur Press 216
 Washington County Museum of
 Fine Arts 386
 Watercraft World 141
 WaterSki 141
 Waterway Guide 142
 West Suburban Living Magazine
 142
 Wildlight Photo Agency 297
 Wine & Spirits 144
 Wisconsin Snowmobile News 144
 Women's Center Art Gallery 387
 Women's Health Group 217
 World Religions Photo Library 298
 WRITERS' Journal 189

Wildlife

Absey and Co. Inc. 192
 Accent Alaska/Ken Graham
 Agency 235
 Ace Stock Limited 236
 Adirondack Lakes Center for the
 Arts 322
 Adirondack Life 44
 Advanced Graphics 220
 Aflo Foto Agency 236
 After Five Magazine 45
 Age Fotostock 237
 AGStockUSA Inc. 237
 AKM Images, Inc. 238
 Alabama Living 46
 Alaska Stock Images 239
 All About Kids Publishing 193
 Alternatives Journal 46
 AMC Outdoors 46
 American Angler 47
 American Forests Magazine 47
 American Hunter 48
 Animal Sheltering 157
 Animal Trails 49
 Animals Animals/Earth Scenes 241

- Ant Photo Library 242
- Anthro-Photo File 242
- Appalachian Trail Journeys 50
- AppaLight 243
- Aquarium Fish Magazine 50
- Archaeology 147
- Archivo Criollo 243
- Arsenal Gallery, The 324
- Art Directors & Trip Photo Library 244
- Art Directors Club, The 324
- Art Source L.A., Inc. 324
- Art Without Walls, Inc. 325
- Art@Net International Gallery 325
- Artwerks Stock Photography 245
- Artworks Gallery 326
- Atlantic Gallery 327
- Aurora Photos 246
- Auscape International 246
- Australian Picture Library 247
- Austral-International Photographic Library P/L 246
- Balzekas Museum of Lithuanian Culture Art Gallery 327
- Baseball 53
- BC Outdoors: Hunting & Shooting 53
- BC Outdoors: Sport Fishing & Outdoor Adventure 53
- Bear Deluxe Magazine, The 53
- Bear Enthusiast Marketing Group 311
- Bee Culture 161
- Benelux Press B.V. 247
- Bettcher Gallery-Miami 329
- Biological Photo Service and Terra-photographics 248
- Bird Times 54
- Bird Watcher's Digest 54
- Bird Watching Magazine 54
- Birder's World 55
- Birds & Blooms 56
- Blount-Bridgers House/Hobson Pittman Memorial Gallery 330
- Blue Ridge Country 56
- Blue Sky Publishing 221
- Boeberitz Design, Bob 305
- Bon Art/Artique/Art Resources Int., Ltd. 221
- Bowhunter 57
- Boys' Life 57
- Branches 57
- Brentwood Magazine 58
- Bridal Guides 58
- BSIP 249
- Business of Art Center 331
- Camera Obscura Gallery, The 331
- Cape Cod Life Including Martha's Vineyard & Nantucket 60
- Capitol Complex Exhibitions 332
- Capstone Press 196
- Caribbean Travel & Life 62
- Center for Fine Art Photography, The 332
- Center Gallery at Old Church 334
- Centric Corporation 222
- chickaDEE Magazine 65
- Children's Digest 65
- Chinastock 251
- Chirp Magazine 65
- Cleary Gallery, John 335
- Cliff & Associates 312
- Coleman Photo Library, Bruce 252
- Comesaña-Agencia de Prensa/Banco Fotográfico, Eduardo 252
- Continental Newstime 69
- Cordaiy Photo Library Ltd., Sylvia 253
- Country 70
- Countryman Press, The 198
- Cousteau Kids 70
- Crabtree Publishing Company 198
- Creative Company, The 199
- Creative Stock Images 253
- Crumb Elbow Publishing 200
- Dakota Outdoors 72
- Dance 72
- DDB Stock Photography, LLC 254
- Deer and Deer Hunting 73
- Deljou Art Group 223
- Dinodia Photo Library 255
- DRK Photo 256
- Duck Soup Graphics, Inc. 318
- Ducks Unlimited 75

- DW Stock Picture Library (DWSPL)
 256
 Ecoscene 257
 Educational Images 257
 ESL Teacher Today 167
 E/The Environmental Magazine 75
 Eureka-Slide 259
 Everson Museum of Art 341
 Fahey/Klein Gallery 341
 Farcountry Press 202
 Farm & Ranch Living 77
 Farnam Companies, Inc. 313
 Fellowship 78
 Field & Stream 78
 Fishing and Hunting News 149
 Fly Rod & Reel 80
 Fotoscopio 262
 Ft. Myers Magazine 81
 Fur-Fish-Game 82
 Galaxy of Graphics, Ltd. 223
 Gallant Greetings Corp. 223
 Gallery M, A Michael Murphy Com-
 pany 344
 Game & Fish Magazines 82
 Georgia Backroads 83
 Ghost Town 83
 Gospel Herald 84
 Grafica 314
 Grand Rapids Magazine 84
 Graphic Arts Center Publishing
 Company 203
 Graphic Design Concepts 314
 Grit Magazine 85
 Guest Informant 85
 HamptonDesign Group 300
 Harper Studios, Inc. & EcoStock
 Photography 263
 Haslem Gallery, Jane 347
 Heilman Photography, Inc., Grant
 264
 Hereford World 171
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Horizon International Images Lim-
 ited 264
 Horse Illustrated 88
 Image Finders, The 266
 Image Works, The 266
 Immigrant Ancestors 89
 Impact Photographics 225
 Iowan Magazine, The 91
 Isopix 268
 Kansas! 93
 Kentucky Monthly 94
 Keyphotos International 269
 Kieffer Nature Stock 270
 Kimball Stock, Ron 270
 Kramer and Associates, Inc., Joan
 271
 Lake Country Journal 94
 Lake Superior Magazine 94
 Lakestyle 95
 Le Petit Musee@Wild Sage 360
 Leepa-Rattner Museum of Art 360
 Lerner Publishing Group 206
 Limited Editions & Collectibles 361
 Lineair Fotoarchief, B.V. 271
 Lucent Books 208
 Markeim Art Center 363
 Marlboro Gallery 364
 Marlin 97
 Marshad Technology Group 301
 MBI Publishing Company 208
 McGaw Graphics, Inc., Bruce 225
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Michigan Out-of-Doors 98
 Milkweed Editions 209
 Missouri Life 99
 Montana Magazine 99
 Motoring & Leisure 99
 Mushing 100
 Muzzle Blasts 101
 National Geographic 102
 National Parks Magazine 102
 Natural History Magazine 102
 Nature Friend 103
 Nature Photographer 103
 New York State Conservationist
 Magazine 105
 New York Times on the Web, The
 151
 North American Whitetail Maga-
 zine 106

- Northern Woodlands 106
 Northwest Territories Explorer's Guide 175
 Northwestern University Dittmar Memorial Gallery 369
 Northwoods Journal 107
 Novastock 275
 NOVUS 302
 Omni-Photo Communications 276
 OnAsia 276
 Opcao Brasil Imagens 277
 Orlando Gallery 371
 Outdoor America 112
 Outdoor Canada 113
 Outdoor Empire Publishing, Inc. 211
 Owen Publishers, Inc., Richard C. 211
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Pacific Stock 278
 Painet Inc. 279
 Panoramic Images 279
 Papilio Natural History Library 280
 Pennsylvania 114
 Pennsylvania Game News 115
 Pentimenti Gallery 372
 Persimmon Hill Magazine 115
 Pet Product News 177
 Photo Agora 280
 Photo Researchers, Inc. 281
 Photobank-Bangkok 282
 photo-eye Gallery 373
 Photography Art 374
 Photolife Corporation Ltd. 283
 Photophile Stock Photography 283
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Positive Images 286
 Primavera 118
 ProStar Publications Inc. 212
 Pump House Center for the Arts 375
 Quarto Publishing Plc. 213
 Rainbow 286
 Ranger Rick 120
 Recommend Magazine 182
 Recycled Paper Greetings, Inc. 227
 Reiman Media Group, Inc. 213, 228
 Revolutionary War Tracks 120
 Rigby Education 213
 Running Press Book Publishers 213
 Rural Heritage 122
 Salt Water Sportsman 124
 San Diego Art Institute's Museum of the Living Artist 377
 Sandlapper Magazine 124
 Sanghavi Enterprises Pvt. Ltd. 228
 Scholastic Library Publishing 214
 Skipping Stones 127
 Soundlight 306
 SouthComm Publishing Company, Inc. 127
 Southwest Airlines Spirit 128
 Spectrum Pictures 288
 Springfield! Magazine 130
 Stack & Associates, Inc., Tom 289
 Stock Foundry Images 290
 Stock Options® 291
 Stock Transparency Services/STSimages 291
 Superstock Inc. 293
 Taube Museum of Art, Lillian & Coleman 380
 Teen Light 132
 Teldon 230
 Thin Air Magazine 134
 Tide Magazine 134
 Tide-Mark Press 230
 Times of the Islands 134
 Trails Media Group 230
 Travel Ink Photo Library 294
 Traveller 137
 Tricycle Press 215
 Tropix Photo Library 295
 Turkey & Turkey Hunting 138
 Turkey Call 138
 Unicorn Stock Photos 295
 Up Here 139
 Upstream People Gallery 384
 Vermont Life 139
 Village Profile 140
 VIREO (Visual Resources for Ornithology) 296

- Visual & Written 296
Visual Arts Center of Northwest
Florida 385
Voyageur Press 216
Washington County Museum of
Fine Arts 386
Washington Trails 141
Western Horseman 142
Whisper in the Woods Nature Jour-
nal 143
Wildlight Photo Agency 297
Women's Center Art Gallery 387
WRITERS' Journal 189
Wyoming Companion Magazine,
The 145
Yankee Magazine 145

General Index

This index lists every market appearing in the book; use it to find specific companies you wish to approach.

A

- A.R.C. Gallery 322
- AAA Image Makers 235
- AAA Midwest Traveler 44
- A&B Publishers Group 192
- AAP News 156
- Absey and Co. Inc. 192
- Accent Alaska/Ken Graham Agency 235
- Ace Stock Limited 236
- Across the Board Magazine 44
- Addison/Ripley Fine Art 322
- Adirondack Lakes Center for the Arts 322
- Adirondack Life 44
- Advanced Graphics 220
- Advanced Manufacturing 156
- Adventure Cyclist 44
- Aerial and Creative Photography Workshops 442
- Aerial Archives 236
- Aerial Photography Services 192
- Affair on the Square 395
- Affaire in the Gardens Art Show 411
- AFI Fest 425
- Aflo Foto Agency 236
- After Five Magazine 45
- Aftermarket Business 156
- Age Fotostock 237
- AGStockUSA Inc. 237
- AIM Magazine 45
- Air Line Pilot 156
- AKM Images, Inc. 238
- Akron Arts Expo 403
- Alabama Living 46
- Alaska 46
- Alaska Photo Tours 442
- Alaska State Museum 323
- Alaska Stock Images 239
- Albany Center Galleries 323
- Albuquerque Museum of Art & History, The 323
- Alderman's Slickrock Adventures 442
- Alexia Competition 425
- All About Kids Publishing 193
- Allen Park Arts & Crafts Street Fair 403
- Allentown Art Festival 390
- Allpix Photo Agency 239
- Allyn & Bacon Publishers 193
- Alternatives Journal 46
- Ambit Marketing Communications 304
- AMC Outdoors 46
- America House Communications 300
- American Angler 47
- American Archaeology 47

American Arts and Crafts Show 390
 American Bar Association Journal 157
 American Bee Journal 157
 American Forests Magazine 47
 American Gardener, The 48
 American Hunter 48
 American Motorcyclist 48
 American Museum of Natural History Library, Photographic Collection 239
 American Planning Association 193
 American School Health Association 193
 American Society of Artists, Inc. 323
 American Sports Network 147
 American Stock Photography 239
 American Turf Monthly 49
 American Youth Philharmonic Orchestras, The 304
 Amherst Media® 194
 Amish Acres Arts & Crafts Festival 403
 Anacortes Arts Festival 421
 Anchell Photography Workshops 442
 Anchor News 49
 Ancient Art & Architecture Collection, Ltd., The 241
 Anderson Ranch Arts Center 442
 Anderson-Soule Gallery 323
 Andes Press Agency 241
 Animal Sheltering 157
 Animal Trails 49
 Animals Animals/Earth Scenes 241
 Ann Arbor's South University Art Fair 404
 Annual Arts Adventure 404
 Annual Arts & Crafts Adventure and Annual Arts & Crafts Adventure II 404
 Annual Arts & Crafts Expressions 404
 Annual Arts & Crafts Fair 421

Annual Crestwood Arts & Crafts Adventure 404
 Annual Edens Art Fair 405
 Annual Exhibition of Photography 425
 Annual Juried Photography Exhibition 425
 Annual Northwoods Arts & Crafts Expressions 405
 Annual Oak Park Avenue-Lake Arts & Crafts Show 405
 Annual Volvo Mayfaire-by-the-Lake 395
 Annual White Oaks Arts & Crafts Adventure 405
 Ant Photo Library 242
 Anthro-Photo File 242
 AOPA Pilot 158
 Aperture 50
 A + E 242
 Apogee Photo Magazine Bimonthly Photo Contest 425
 Apogee Photo Magazine Monthly Cover Photo Contest 425
 Appalachian Mountain Club Books 194
 Appalachian Trail Journeys 50
 AppaLight 243
 Appaloosa Journal 158
 Apple Annie Crafts & Arts Show 395
 Apple Chill & Festifall 396
 AQUA Magazine 158
 Aquarium Fish Magazine 50
 Aquarius 147
 ARC Awards 425
 Archaeology 147
 Architectural Lighting 158
 Archivo Criollo 243
 Argus Photoland, Ltd. (APL) 243
 Arizona Highways Photo Workshops 442
 Arizona State University Art Museum 323
 ArkReligion.com 244
 Army Magazine 159

Arnold Art 323
 Arnold Publishing Ltd. 194
 Arrowmont School of Arts and Crafts 442
 Arsenal Gallery, The 324
 Art & Jazz on Broadway 421
 Art Direction Book Co., Inc. 194
 Art Directors & Trip Photo Library 244
 Art Directors Club, The 324
 Art Fair on the Courthouse Lawn 405
 Art Festival Beth-el 396
 Art Forms 324
 Art in Motion 220
 Art in the Barn 406
 Art in the Heart of the City 390
 Art in the Park (GA) 396
 Art in the Park (VA) 396
 Art in the Park (MI) 406
 Art in the Park (AZ) 416
 Art in the Park Fall Foliage Festival 390
 Art Licensing International Inc. 244
 Art New England Summer Workshops @ Bennington VT 442
 Art Resource 245
 Art Source L.A., Inc. 324
 Art Without Walls, Inc. 325
 Art Workshops in Guatemala 442
 Art@Net International Gallery 325
 Artist Fellowship Grants 425
 Artist Fellowships/Virginia Commission for the Arts 425
 Artists' Cooperative Gallery 325
 Artlink 326
 Art's Alive 390
 Arts & Crafts Affair, Autumn and Spring Tours, An 406
 Arts & Crafts Festival 390
 Arts Iowa City 326
 Arts in the Park 422
 Arts on Douglas 326
 Arts on the Green 406
 ArtsLink Projects 426
 ArtVisions™ 220

Artwerks Stock Photography 245
 Artworks Gallery 326
 Ascent Magazine 50
 Ashland Arts/Icon Studios 327
 Asia Images Group 245
 Asian American Arts Centre 327
 Astrid Awards 426
 Astronomy 50
 Athletic Business 159
 Atlanta Homes & Lifestyles 51
 Atlanta Parent 51
 Atlanta Photojournalism Seminar Contest 426
 Atlantic Gallery 327
 Aurora Photos 246
 Auscape International 246
 Australian Picture Library 247
 Austral-International Photographic Library P/L 246
 Auto Restorer 51
 Automated Builder 159
 Automotive Cooling Journal 159
 Autonomedia 195
 Avanti Press Inc. 221
 Avionics Magazine 160
 Avon Fine Art & Wine Affaire 416
 Axis Gallery 327

B

Babytalk 51
 Bacall Representatives Inc., Robert 433
 Bachman Design Group 306
 Backpacker Magazine 52
 Backyard Living 52
 Ballenger & Associates Photo Workshops, Noella 443
 Ballinger Publishing 160
 Balloon Life 52
 Balthis Photography Workshops, Frank 443
 Balzekas Museum of Lithuanian Culture Art Gallery 327
 Banff Mountain Photography Competition 426

- Barnett Advertising/Design, Augustus 317
 Barron Arts Center 328
 Bartender Magazine 160
 Baseball 53
 BC Outdoors: Hunting & Shooting 53
 BC Outdoors: Sport Fishing & Outdoor Adventure 53
 Bear Deluxe Magazine, The 53
 Bear Enthusiast Marketing Group 311
 Bedford/St. Martin's 195
 BedTimes 160
 Bee Culture 161
 Beef Today 161
 Beene News, Charles 147
 Belian Art Center 328
 Bell Studio 328
 Benelux Press B.V. 247
 Benham Studio Gallery 328
 Bennett Galleries and Company 328
 Bentley Publishers 195
 Bergman Collection, The 248
 Berkshire Artisans Gallery 329
 Berman Fine Arts, Mona 329
 Berson, Dean, Stevens 311
 Best of College Photography Annual 426
 Best of Photography Annual 426
 Bethesda International Photography Exhibition 426
 Bettcher Gallery-Miami 329
 BetterPhoto.com Online Photography Courses 443
 Beverage Dynamics 161
 Big Arts Art Fair 396
 Big One Arts & Crafts Show, The 422
 Biological Photo Service and Terraphotographics 248
 Bird Times 54
 Bird Watcher's Digest 54
 Bird Watching Magazine 54
 Birder's World 55
 Birds & Blooms 56
 Birds as Art/Instructional Photo-Tours 443
 Black and White Photographic Workshops 443
 Black Swamp Arts Festival 406
 Blackflash 56
 Blake Photo Library Ltd., The Anthony 248
 Blind Spot Photography Magazine 56
 Blossom Street Gallery & Sculpture Garden 329
 Blount-Bridgers House/Hobson Pittman Memorial Gallery 330
 Blue Planet Photography Workshops and Tours 443
 Blue Ridge Country 56
 Blue Sky Publishing 221
 Boeberitz Design, Bob 305
 Bon Art/Artique/Art Resources Int., Ltd. 221
 Bond Workshops, Howard 443
 Bonus Books, Inc. 195
 Book Beat Gallery 330
 Borealis Press, The 221
 Borough News Magazine 56
 Boston Mills Press 196
 Bowhunter 57
 Boxoffice 161
 Boys' Life 57
 Bragaw Public Relations Services 307
 Brainworks Design Group 311
 Bramson + Associates 311
 Branches 57
 Bransten Gallery, Rena 330
 Brentwood Magazine 58
 Brew House Space 101 330
 Brewers Association 196
 Briarpatch 58
 Bridal Guides 58
 Bridge Bulletin, The 59
 Bridgeman Art Library, The 249
 Bright Light Visual Communications 307



Bristol Gift Co., Inc. 222
 Brookings Gallery, J.J. 331
 Brown Hands-On Workshops,
 Nancy 443
 BSIP 249
 Bunnell Street Gallery 331
 Burren College of Art Workshops
 444
 Business of Art Center 331

C

Cain Park Arts Festival 406
 Calabasas Fine Arts Festival 416
 California Photographic Work-
 shops 444
 California Views/Mr. Pat Hatha-
 way Historical Photo Collection
 249
 Calliope 59
 Camargo Foundation Visual Arts
 Fellowship 427
 Camera Obscura Gallery, The 331
 Camera Press Ltd. 250
 Camerique Inc. International 250
 Campbell Associates, Marianne
 433
 Campbell Contemporary Art, Wil-
 liam 331
 Campbell Folk School, John C. 444
 Canada Lutheran 59
 Canadian Guernsey Journal 163
 Canadian Homes & Cottages 59
 Canadian Rodeo News 60
 Canoe & Kayak 60
 Cape Cod Life Including Martha's
 Vineyard & Nantucket 60
 Cape Cod Nature Photography
 Field School 444
 Cape Cod Photo Workshops 444
 Cape Rock, The 61
 Capital Pictures 250
 Capitol Complex Exhibitions 332
 Capper's 148
 Capstone Press 196
 CareerFOCUS Magazine 61
 Careers and Colleges Magazine 61
 Caribbean Travel & Life 62
 Carlsbad Magazine 62
 Carmichael-Lynch, Inc. 307
 Carson Gallery, Sandy 332
 Casino Journal Publishing Group
 163
 Cat Fancy 62
 Catholic Library World 163
 Catholic News Service 251
 Catholic Sentinel 148
 Cats & Kittens 64
 CEA Advisor 163
 "Celebrating Life!" Senior Art
 Competition 427
 Center for Creative Photography
 332
 Center for Exploratory and Percep-
 tual Art 332
 Center for Fine Art Photography,
 The 332, 427
 Center for Maine Contemporary Art
 333
 Center for Photographic Art 333
 Center for Photography at Wood-
 stock 333, 444
 Center Gallery at Old Church 334
 Centerstream Publication 196
 Centerville/Washington Township
 Americana Festival 407
 Central Bank Gallery, The 334
 Centric Corporation 222
 CEPA Gallery 334
 Chait Galleries Downtown, The
 334
 Chapman Friedman Gallery 335
 Chardon Square Arts Festival 407
 Charisma Magazine 64
 Charlton Photos, Inc. 251
 Chatham Press 197
 Chatsworth Collection, The 222
 Chatsworth Cranberry Festival 391
 Cherry Blossom Festival of Conyers
 396
 Chesapeake Bay Magazine 64
 Chess Life 64
 chickaDEE Magazine 65

- Children's Defense Fund 148
 Children's Digest 65
 Chinastock 251
 Chirp Magazine 65
 Chivalry Bookshelf 197
 Christmas Craft Show 391
 Christmas in November 396
 Chronicle of the Horse, The 66
 Chronogram 66
 Chun Capitol Hill People's Fair 416
 Church of England Newspaper,
 The 149
 Church Personal Underwater Pho-
 tography Courses, Cathy 444
 Church Street Art & Craft Show 397
 Civitan Magazine 163
 Clarion-Ledger, The 149
 Clark Gallery, Catharine 335
 Classical Singer 164
 Clavier 164
 Cleaning & Maintenance Manage-
 ment Magazine 164
 Cleaning Consultant Services 197
 Cleary Gallery, John 335
 Cleis Press 198
 Cleveland Magazine 66
 Clickers & Flickers Photography
 Network—Lectures & Work-
 shops 444
 Cliff & Associates 312
 Cobblestone 66
 Codorus Summer Blast 391
 Cohen Gallery, Stephen 336
 Cohen Motion Picture Production,
 Steven 305
 Cole Represents, LLC, Randy 433
 Coleman Photo Library, Bruce 252
 Collectible Automobile 67
 Collector Car Market Review 67
 College Photographer of the Year
 427
 College PreView Magazine 67
 Colorscape Chenango Arts Festival
 391
 Comesaña-Agencia de Prensa/
 Banco Fotográfico, Eduardo 252
 Commercial Carrier Journal 164
 Communication Arts Annual Pho-
 tography Competition 427
 Community Darkroom 445
 Community Observer 68
 Company Magazine 68
 Complete Woman 68
 Comstock Cards 222
 Conari Press 198
 Concord Litho 222
 Condé Nast Traveller 68
 Cone Editions Workshops 445
 Confrontation Magazine 68
 Connection Publication of NJ, Inc.,
 The 69
 Conscience 69
 Construction Bulletin 165
 Contemporary Art Workshop, The
 336
 Contemporary Arts Center 336
 Contemporary Arts Center, The 336
 Contemporary Arts Collective 336
 Contemporary Bride Magazine 69
 Continental Newstime 69
 Convergence 70
 Corbis 253
 Corcoran Fine Arts Limited, Inc.
 337
 Cordaiy Photo Library Ltd., Sylvia
 253
 Corporate Art Source/CAS Gallery
 337
 Corporation of Yaddo Residencies,
 The 445
 Cortona Center of Photography,
 Italy, The 445
 Cory Photography Workshops 445
 Cosmopolitan 70
 Co/So: Copley Society of art 335
 Country 70
 Country Arts & Crafts Fair 407
 Countryman Press, The 198
 Coupeville Arts Center/Photogra-
 phy 446
 Courthouse Gallery, Lake George
 Arts Project 337

Cousteau Kids 70
 Crabtree Publishing Company 198
 Crafts at Rhinebeck 391
 Crafts Report, The 165
 Craftsmen's Christmas Arts &
 Crafts Show, The 422
 CRC Product Services 71
 Crealdé School of Art 337, 446
 Creative Arts Workshop 446
 Creative Company 318
 Creative Company, The 199
 Creative Editions 199
 Creative Homeowner 200
 Creative Stock Images 253
 Creative With Words Publications
 (CWW) 200
 CropLife 165
 Crossman Gallery 337
 Cruising World 71
 Crumb Elbow Publishing 200
 CSPS 338
 Cueno Gardens Arts Festival 407
 Curlee Gallery, Ellen 338
 Custom Medical Stock Photo 254
 Cycle California! Magazine 72
 Cycle World Magazine 72

D

Dairy Today 165
 Dakota Outdoors 72
 Dale Photographic Workshops,
 Bruce 446
 Dallas Center for Contemporary
 Art, The 338
 Dance 72
 Dance on Camera Festival 427
 Davidson & Associates 312
 Dawson College Centre for Train-
 ing and Development 446
 Day in Towne, A 391
 Dayton Art Institute, The 338
 DDB Stock Photography, LLC 254
 De Moreta Represents, Linda 434
 Dean Photo Workshops, The Julia
 446
 Deer and Deer Hunting 73

Deerfield Fine Arts Festival 407
 Delaware Center for the Contempo-
 rary Arts 338
 Deljou Art Group 223
 Demuth Museum 339
 Design & More 308
 Design Conceptions 255
 Design Design, Inc. 223
 Design2Market 312
 Detroit Focus 339
 Digital Photo 73
 Dinodia Photo Library 255
 Direct Art Magazine Publication
 Competition 427
 Display & Design Ideas 166
 DK Stock, Inc. 255
 DM News 166
 Dockery House Publishing, Inc.
 200
 Dog & Kennel 73
 Dog Fancy 74
 Dogs in Canada 74
 Dorsky Museum of Art, Samuel 339
 Dot Fiftyone Gallery 339
 Dovetail 74
 Down Beat Magazine 75
 Down The Shore Publishing Corp.
 201
 Drake Magazine, The 75
 Dramatic Light Nature Photogra-
 phy Workshops 446
 DRK Photo 256
 Dubois, Françoise/Dubois Repre-
 sents 434
 Duck Soup Graphics, Inc. 318
 Ducks Unlimited 75
 DW Stock Picture Library (DWSPL)
 256
 Dwan Gallery, Candace 339
 Dykeman Associates, Inc. 313

E

E & E Picture Library 257
 Eastman House, George 339
 Easyriders Magazine 76
 Ecoscene 257

ECW Press 201
 Edelman Gallery, Catherine 340
 Edelstein Gallery, Paul 340
 Educational Images 257
 Edwards Fine Art & Sculpture Festival 417
 El Restaurante Mexicano 166
 Electric Perspectives 166
 Electrical Apparatus 167
 Elizabethtown Festival 397
 Elks Magazine, The 76
 eMediaLoft.org 340
 Empics 258
 Empire Publishing Service 201
 Englander Photography Workshops & Tours, Joe 446
 Envision 258
 Envoy 340
 EOS Magazine 76
 Epstein Associates, Rhoni 434
 Erben Gallery, Thomas 341
 ESL Teacher Today 167
 eStock Photo, LLC 258
 E/The Environmental Magazine 75
 Etherton Gallery 341
 Ethno Images, Inc. 259
 Eureka-Slide 259
 Europa Photogenica Photo Tours to Europe 446
 Evergreen Arts Festival 417
 Everson Museum of Art 341
 Ewing Galloway Inc. 259
 Excellence In Photographic Teaching Award 427
 Eye Ubiquitous/Hutchinson 260

F

Faces 76
 Fahey/Klein Gallery 341
 Fair in the Park, A 392
 Faire on the Square 417
 Faith Today 77
 Falkirk Cultural Center 342
 Fall Art Festival 398
 Fall Fest in the Park 417
 Fall Festival of Art at Queeny Park 417
 Family Motor Coaching 77
 Farcountry Press 202
 Fargo's Downtown Street Fair 407
 Farm & Ranch Living 77
 Farm Journal 167
 Farnam Companies, Inc. 313
 FAVA (Firelands Association for the Visual Arts) 342
 F8 Fine Art Gallery 342
 Fellowship 78
 Fencers Quarterly Magazine 78
 Ffotograff 260
 Field & Stream 78
 Fifth House Publishers 202
 Fifty Something Magazine 79
 FiftyCrows International Fund for Documentary Photography 428
 Fillmore Jazz Festival 417
 Finding & Keeping Clients 446
 Fine Arts Center Galleries/University of Rhode Island 342
 Fine Arts Work Center 447
 Finescale Modeler 79
 Fire Chief 168
 Fire Engineering 168
 Firehouse Magazine 168
 Firelands Association for the Visual Arts 428
 FireRescue Magazine 168
 First Light Photographic Workshops and Safaris 447
 First Light Photography Workshop Tours 447
 Fishing and Hunting News 149
 540 Rider 79
 Flatfile 342
 Flight Collection, The 260
 Floral Management Magazine 169
 Florence Photography Workshop 447
 Fly Fisherman 80
 Fly Rod & Reel 80
 Focal Point Gallery 343
 Focal Press 202

Focus Adventures 447
 Focus New Zealand Photo Library
 Ltd. 261
 Food & Wine 80
 Food Distribution Magazine 169
 Foodpix 261
 Foothills Crafts Fair 398
 Ford City Heritage Days 392
 Forest Hills Festival of the Arts 392
 Fort Ross Inc. 202
 Fortune 80
 Forum Publishing Co. 203
 Fotoconcept Inc. 262
 Fotofusion 447
 Foto-Press Timmermann 261
 Fotoscopio 262
 Four Rivers Arts & Crafts Harvest
 Home Festival 408
 Fourth of July Street Fair, Autumn
 Fest in the Park and Holiday
 Street Festival 411
 Fourth Street Festival for the Arts &
 Crafts 408
 France Magazine 81
 France Today 81
 Fraser Gallery, The 343
 Freefall 81
 Freeport Arts Center 343
 Fresno Art Museum 343
 Friedentag Photographics 313
 Fruit Growers News, The 169
 Ft. Myers Magazine 81
 Fulton County Daily Report 149
 Fundamental Photographs 262
 Fur-Fish-Game 82

G

Galaxy of Graphics, Ltd. 223
 Gallant, André/Freeman Patterson
 Photo Workshops 447
 Gallant Greetings Corp. 223
 Gallery 400 344
 Gallery Luisotti 344
 Gallery M 344
 Gallery M, A Michael Murphy Com-
 pany 344
 Gallery Magazine 82
 Gallery Naga 344
 Gallery North 345
 Gallery 72 345
 Galman Lepow Associates, Inc. 345
 Game & Fish Magazines 82
 Gardening How-To 83
 Gardner & Associates, Jean 435
 Garrison ArtCenter Fine Art & Craft
 Fair 392
 GayStockPhotography.com 263
 Georgia Backroads 83
 Georgia Straight 83
 Geosynthetics 169
 Gering Gallery, Sandra 345
 Germantown Festival 398
 Getty Images (WA) 263
 Getty Images (NY) 435
 Ghost Town 83
 Gibson Advertising & Design 318
 Gillman Gallery, Barbara 346
 Girls Life Magazine/GirlsLife.com
 84
 Global Preservation Projects 447
 Gold & Associates, Inc. 305
 Gold Rush Days 398
 Golden Gate School of Professional
 Photography 447
 Golden Light Awards 428
 Goldman Creative Workshops, Rob
 448
 Good Housekeeping 84
 Good Old Summertime Art Fair 408
 Goodman Inc., Tom 435
 Gordon, Barbara 435
 Gordon Photography, Joel 263
 Gospel Herald 84
 Government Technology 170
 Gradd Arts & Crafts Festival 408
 Grafica 314
 Grain Journal 170
 Grand Festival of the Arts & Crafts
 418
 Grand Rapids Art Museum 346
 Grand Rapids Business Journal 150
 Grand Rapids Family Magazine 84

Grand Rapids Magazine 84
 Graphic Arts Center Publishing
 Company 203, 224
 Graphic Design Concepts 314
 Gray Gallery, Wellington B. 346
 Great Neck Street Fair 392
 Greenwich Village Art Fair 408
 Greyhound Review, The 170
 Grit Magazine 85
 Gryphon House 203
 Guenzi Agents, Inc., Carol 435
 Guernica Editions, Inc. 203
 Guest Informant 85
 Guideposts 85
 Guitar One 86
 Guitar World 86

H

Hackett, Pat/Artist Representative
 436
 Hackmeister Advertising & Public
 Relations Company 305
 Hadassah Magazine 86
 Haddad Gallery, Carrie 346
 Hallmark Institute of Photography
 448
 Hallowes Productions & Advertis-
 ing 314
 Hallwalls Contemporary Arts Cen-
 ter 346
 Halsted Gallery Inc., The 346
 HamptonDesign Group 300
 Hansley Gallery, Lee 347
 Hard Hat News 150
 Harper Studios, Inc. & EcoStock
 Photography 263
 Harper's Magazine 86
 Harris Gallery, James 347
 Hart Portrait Seminars, John 448
 Harwood Museum of Art, The 347
 Haslem Gallery, Jane 347
 Havu Gallery, William 347
 Hawaii Photo Seminars 448
 Healing Lifestyles & Spas Magazine
 87
 Hearst Art Gallery, Saint Mary's
 College 348
 Heart of Nature Photography
 Workshops 448
 Heating Plumbing Air Conditioning
 (HPAC) Magazine 170
 Heilman Photography, Inc., Grant
 264
 Hemphill 348
 Henle Studio, Maria 348
 Henry Street Settlement/Abrons
 Art Center 348
 Hera Educational Foundation and
 Art Gallery 348
 Herald Press 204
 Herbert Institute of Art, Gertrude
 349
 Hereford World 171
 Heritage Railway Magazine 87
 Heuser Art Center Gallery & Hart-
 mann Center Art Gallery 349
 Highland Maple Festival 398
 Highlands Art League's Annual
 Fine Arts & Crafts Festival 398
 Highlights for Children 87
 Highways 87
 Hinsdale Fine Arts Festival 408
 Hitchins Company, The 315
 Holiday Arts & Crafts Show 399
 Holiday Craft Show 392
 Holly Arts & Crafts Festival 399
 Holt, Rinehart and Winston 204
 Home, Condo and Garden Art &
 Craft Fair 393
 Home Decorating & Remodeling
 Show 418
 Home Education Magazine 88
 Hoof Beats 88
 Hopper House Art Center, Edward
 349
 Horizon International Images Lim-
 ited 264
 Horizons to Go 448
 Horse Illustrated 88
 Horticultural Photography™ 264
 Hot Springs Arts & Crafts Fair 399

Houk Gallery, Edwynn 350
 Human Kinetics Publishers 204
 Humanity Photo Award (HPA) 428
 Hunger Mountain 88
 Huntsville Museum of Art 350
 Hutchinson Associates, Inc. 308
 Hutchison Picture Library 265
 Hyperion Books for Children 205
 Hywet Hall & Gardens Wonderful
 World of Ohio Mart, Stan 409

I

I.C.P. International Colour Press
 265
 Icebox Quality Framing & Gallery
 350
 Idea Bank Marketing 308
 Ideals Magazine 89
 IEEE Spectrum 171
 IGA Grocergram 171
 Illinois State Museum Chicago Gal-
 lery 350
 Image Connection America, Inc.
 224
 Image Finders, The 266
 Image Integration 315
 Image Works, The 266
 Images.de Digital Photo GmbH 266
 Imagestate 267
 Immigrant Ancestors 89
 Impact Photographics 225
 In Focus with Michele Burgess 448
 In The Wind 89
 Index Stock Imagery, Inc. 267
 Indianapolis Art Center 350
 Indianapolis Monthly 90
 Individual Artists of Oklahoma 350
 InFocus 428
 Inner Traditions/Bear & Company
 205
 Inside Triathlon 90
 Insight Guides 205
 Insight Magazine 90
 Insley Quarter Gallery 351
 Instinct Magazine 90
 Intelligence Today 91
 International Center of Photogra-
 phy 351, 448
 International Expeditions 448
 International Folk Festival 399
 International Photo News 267
 International Visions Gallery 351
 Interval World 91
 Iowan Magazine, The 91
 Irish Image Collection, The 268
 Isle of Eight Flags Shrimp Festival
 399
 Isopix 268
 Italian America 91
 ITE Journal 171
 Iverson Science Photos 268

J

Jackson Fine Art 351
 Jacob Gallery, Elaine L. and Com-
 munity Arts Gallery 357
 Jadite Galleries 357
 Jameson Gallery & Frame and The
 Jameson Estate Collection 357
 Jayawardene Travel Photo Library
 269
 Jeroboam 269
 Jewish Action 92
 JHB Gallery 357
 Jividen's "Naturally Wild" Photo
 Adventures 448
 Johns Hopkins University Spring
 Fair 393
 Jones Gallery, Stella 357
 Jonson Gallery, University of New
 Mexico 358
 Journal of Adventist Education 172
 Journal of Asian Martial Arts 92
 Journal of Property Management
 172
 Journal of Psychoactive Drugs 172
 Joyce Inc., Tricia 436
 Jude Studios 315
 Judicature 172, 205
 Junior Scholastic 92
 Juvenile Diabetes Research Foun-
 dation International 92

K

Kalliope 93
 Kansas! 93
 Kashrus Magazine 93
 Kearon-Hempenstall Gallery 358
 Kent State University School of Art
 Galleries 358
 Kentucky Monthly 94
 Ketchum Hands-On Model Work-
 shops, Art 449
 Ketner's Mill County Arts Fair 399
 Keyphotos International 269
 KIA Art Fair (Kalamazoo Institute
 of Arts) 409
 Kieffer Nature Stock 270
 Kimball Stock, Ron 270
 Kinetic Corporation 308
 Kings Mountain Art Fair 418
 Kirchman Gallery 358
 Klein Gallery, Robert 358
 Klein Publications, B. 205
 Klimt Represents 436
 KNOWAtlanta 94
 Koch Gallery, Robert 359
 Kochan & Company 315
 Kopeikin Gallery, Paul 359
 Kramer and Associates, Inc., Joan
 271, 436
 Krasl Art Fair on the Bluff 409
 Kraszna-Krausz Photography and
 Moving Image Book Awards 428
 Kurtie Modern Art at the Art Hotel,
 Margeaux 359

L

LA Art Association/Gallery 825 359
 LaBarge Representing, Caroyl 436
 Ladies Home Journal 94
 LaGrange Art-Craft Fair 409
 Lake City Arts & Crafts Festival 418
 Lake Country Journal 94
 Lake Superior Magazine 94
 Lakeland Boating Magazine 95
 Lakestyle 95
 Land of the Bible Photo Archive
 271

Landing Gallery 359
 Landscape Architecture 173
 Larson Gallery Juried Photography
 Exhibition 428
 Lawyers Weekly, The 150
 Layla Production Inc. 206
 Lazy River Arts & Craft Festival 400
 Le Petit Musee@Wild Sage 360
 Leach Gallery, Elizabeth 360
 Lebrecht Music & Arts Photo Li-
 brary 271
 Lee + Lou Productions Inc. 437
 Leepa-Rattner Museum of Art 360
 Leeper Park Art Fair 400
 Lee's Rocky Mountain Photo Ad-
 ventures, Weldon 449
 Lehigh University Art Galleries 360
 Lehr Inc., Lewis 360
 Leonardis Gallery, David 361
 Lepp Institute of Digital Imaging
 449
 Lerner Publishing Group 206
 Les Cheneaux Festival of Arts 409
 Levin Group, The Bruce 437
 Liggett Stashower Advertising, Inc.
 309
 Light Factory, The 361, 449
 Lightwave 271
 Lilac Festival Arts & Crafts Show
 393
 Limited Editions & Collectibles 361
 Limner Gallery 361
 Lincolnshire Life 95
 Lineair Fotoarchief, B.V. 271
 Linear Cycle Productions 316
 Link Picture Library 272
 Lion, The 96
 Litchfield Library Arts & Crafts Fes-
 tival 418
 Liturgy Training Publications 206
 Lizardi/Harp Gallery 361
 Lockwood Wildlife Photography
 Workshop, C.C. 449
 Log Home Living 96
 Log Newspaper, The 150
 Lohre & Associates Inc. 309

Lompoc Flower Festival 418
 Lonely Planet Images 272
 Long Island Photo Workshop 449
 Longest-Saccone, Helen and Marty
 Saccone 449
 Lowe Gallery, The (CA) 362
 Lowe Gallery, The (GA) 362
 Loyola Magazine 96
 Lucent Books 208
 Luckypix 273
 Luminescence 428
 Lutheran Forum 96
 Lutz Arts & Crafts Festival 400
 Lux Center for the Arts 362

M

Macalester Gallery 362
 MacDowell Colony, The 449
 MacNider Art Museum 363
 Magazine Antiques, The 97
 Magenta Publishing for the Arts
 208
 Main and Third Floor Galleries 363
 Main Avenue Arts Festival 419
 Main Street Gallery, The 363
 Maine Photographic Workshops,
 The 450
 Maisonneuve Press 208
 Manitoba Teacher, The 173
 Markeim Art Center 363
 Marketing & Technology Group
 173
 Marlboro Gallery 364
 Marlin 97
 Marshad Technology Group 301
 Maslov Agent International 437
 Masterfile 273
 Masur Museum of Art 364
 Mattei Photography, Michele 273
 MAXX Images, Inc. 273
 Mayans Gallery Ltd., The 364
 MBI Publishing Company 208
 McDonald Wildlife Photography
 Workshops and Tours, Joe &
 Mary Ann 450
 McDonough Museum of Art 364
 McGaw Graphics, Inc., Bruce 225
 McGrath, Judith 437
 McGraw-Hill 209
 McGuire Associates 309
 McKay Photography, Colleen 438
 Medical File Inc., The 274
 Medical On Line Ltd. 274
 Meetings and Incentive Travel 173
 Mercury Awards 429
 Mesa Contemporary Arts at Mesa
 Arts Center 364
 Metal Farm 97
 Metrosource Magazine 97
 Mexican Museum, The 365
 Mexico Photography Workshops
 450
 MGW Newsmagazine 98
 Michelson Galleries, R. 365
 Michigan Out-of-Doors 98
 Michigan State University Holiday
 Arts & Crafts Show 409
 Mid-Atlantic Regional School of
 Photography 450
 Mid-Missouri Artists Christmas
 Arts & Crafts Sale 419
 Midwest Photographic Workshops
 450
 Military Officer Magazine 174
 Milkweed Editions 209
 Mill Brook Gallery & Sculpture Gar-
 den 365
 Mill Creek View 151
 Miller Gallery, Peter 365
 Miller Group, The 316
 Minnesota Golfer 98
 Mira 274
 Missouri Life 99
 Missouri Photojournalism Work-
 shop 450
 Mitchell Studios Design Consul-
 tants 301
 Mizerek Advertising, Inc. 301
 Mobile Museum of Art 365
 Mobius Advertising Awards, The
 429
 Modernart Editions 225

Monderer Design 301
 Montana Magazine 99
 Montauk Point Lions Club 393
 Monterey Museum of Art 365
 Morgan Gallery, Dennis 366
 Motoring & Leisure 99
 Mountain Living 99
 Mountain State Forest Festival 400
 Mountain Workshops 450
 MPTV (Motion Picture and Television Photo Archive) 274
 Mullin/Ashley Associate 302
 Multinational Monitor 100
 Multiple Exposures Gallery 366
 Munro Goodman Artists Representatives 438
 Musclemag International 100
 Museo De Arte De Ponce 366
 Museo ItaloAmericano 366
 Museum of Contemporary Art San Diego 367
 Museum of Contemporary Photography, Columbia College Chicago 367
 Museum of Northern Arizona 209
 Museum of Photographic Arts 367
 Museum of Printing History 367
 Museum of the Plains Indian 368
 Mushing 100
 Music Sales Group 209
 Muzzle Blasts 101
 Myriad Productions 306
 Myron the Camera Bug 429
 MythGallery.com 368

N

Na'amat Woman 101
 Napa Wine & Crafts Faire 419
 National Black Child Development Institute 302
 National Geographic 102
 National Masters News 151
 National Notary, The 174
 National Parks Magazine 102
 National Rural Letter Carrier, The 174
 Native American Dance & Crafts Festival 400
 Native Peoples Magazine 102
 Natural Habitat Adventures 450
 Natural History Magazine 102
 Natural Tapestries 451
 Nature Friend 103
 Nature Photographer 103
 Nature Photography Workshops, Great Smoky Mountain Institute at Tremont 451
 Naturist Life International 103
 Naval History 174
 Nevada Farm Bureau Agriculture and Livestock Journal 175
 Nevada Museum of Art 368
 New Gallery/Thom Andriola 368
 New Grounds Gallery 368
 New Jersey Heritage Photography Workshops 451
 New Jersey Media Center LLC Workshops and Private Tutoring 451
 New Leaf Press, Inc. 210
 New Mexico Magazine 105
 New Mexico Photography Field School 451
 New Mexico State University Art Gallery 368
 New Orleans Museum of Art 368
 New Smyrna Beach Fiesta 400
 New World Festival of the Arts 400
 New York Graphic Society Publishing Group 225
 New York State Conservationist Magazine 105
 New York Times Magazine 151
 New York Times on the Web, The 151
 NewDesign Magazine 175
 Newsweek 105
 newWitch 105
 Nicolas-Hays, Inc. 210
 Nicolaysen Art Museum & Discovery Center 369
 Nikon School of Photography 452

9-1-1 Magazine 175
 911 Pictures 275
 NOVUS 302
 Nors Graphics 226
 North American Whitetail Magazine 106
 North Carolina Literary Review 106
 North Congregational Peach Fair 393
 Northeast Photo Adventure Series Workshops 452
 Northern Counties International Colour Slide Exhibition 429
 Northern Exposures 452
 Northern Woodlands 106
 Northland Publishing 210
 Northwest Art Center 369
 Northwest Territories Explorer's Guide 175
 Northwest Travel Magazine 107
 Northwestern University Dittmar Memorial Gallery 369
 Northwoods Journal 107
 Norton and Company, W.W. 210
 Nova Media Inc. 226
 Novastock 275
 Now & Then 107
 Noyes Museum of Art, The 369
 NPN Worldwide 438
 NYU Tisch School of the Arts 452

O

O.K. Harris Works of Art 369
 Oakland University Art Gallery 370
 Offshore 111
 Okapia K.G. 276
 Oklahoma Today 111
 Omni Productions 309
 Omni-Photo Communications 276
 OnAsia 276
 Onboard Media 112
 ONE 112
 OnRequest Images 277
 Opalka Gallery 370
 Opcao Brasil Imagens 277
 Opening Night Gallery 370

Oregon Coast Magazine 112
 Oregon College of Art and Craft 452
 Organization of Independent Artists 371
 Orlando Gallery 371
 Out of the Blue 278
 Outback Ranch Outfitters 452
 Outdoor America 112
 Outdoor Canada 113
 Outdoor Empire Publishing, Inc. 211
 Outram's Travel Photography Workshops, Steve 452
 Over the Back Fence 113
 Owen Publishers, Inc., Richard C. 211
 OWL Magazine 113
 Oxford Scientific (OSF) 278
 Oxygen 114
 Oxygen Gallery 371

P

Pacific Fishing 176
 Pacific Stock 278
 Pacific Yachting Magazine 114
 Packer Report 151
 Paddler Magazine 114
 Page, Jackie 438
 Painet Inc. 279
 Palm Beach Photographic Centre 452
 Palm Press, Inc. 226
 Palo Alto Art Center 371
 Pan Horama 453
 Panoply Arts Festival, Presented by the Arts Council, Inc. 401
 Panoramic Images 279
 Paonessa Photography Workshops, Ralph 453
 Paper Products Design 226
 Papilio Natural History Library 280
 Paradise City Arts Festivals 393
 Parking Professional, The 176
 Parkland Art Gallery 371
 Parks Photography Competition, The Gordon 429

- Paseo Arts Festival 419
 Patterson Apricot Fiesta 419
 Pawling Arts & Crafts Festival 393
 Pearlstein Gallery, Leonard 372
 Pediatric Annals 176
 Pelican Publishing Co. 211
 Pennsylvania 114
 Pennsylvania Angler & Boater 114
 Pennsylvania Game News 115
 Penthouse 115
 Pentimenti Gallery 372
 People Management 176
 Pepper Gallery 372
 Period Ideas 115
 Persimmon Hill Magazine 115
 Pet Product News 177
 Peters Valley Craft Center 372, 453
 Peters Valley Craft Fair 393
 Pfaffman Gallery, Scott 373
 Phillips Gallery 373
 Phoenix Gallery 373
 Photo Adventure Tours 453
 Photo Agora 280
 Photo Associates News Service/
 Photo International 280
 Photo Communication Services,
 Inc. 309
 Photo Edit 281
 Photo Explorer Tours 453
 Photo Gallery, The 373
 Photo Researchers, Inc. 281
 Photo Resource Hawaii 281
 Photo Review Annual Photography
 Competition, The 429
 Photo Stock/Granataimages.com
 282
 PHOTO Techniques 116
 Photo Workshops by Commercial
 Photographer Sean Arbabi 453
 Photobank-Bangkok 282
 PhotoEdit 282
 photo-eye Gallery 373
 Photographers' Formulary 453
 Photographer's Forum Magazine
 116
 Photographer's Market 212
 Photographic Arts Center 453
 Photographic Arts Workshops 454
 Photographic Center Northwest
 454
 Photographic Image Gallery 374
 Photographic Resource Center 374
 Photographs II 454
 Photography Art 374
 Photography at the Summit: Jack-
 son Hole 454
 Photography in Provence 454
 Photography Now 429
 Photokunst 438
 Photolibrary.com 283
 Photolife Corporation Ltd. 283
 Photomedia Center, The 374
 Photophile Stock Photography 283
 Photospiva 429
 PI Magazine 177
 Pictures of the Year International
 430
 Pierro Gallery of South Orange 374
 Pilot Getaways 177
 Pilot Magazine 116
 Piscopo, Maria 439
 Pitcher Photo Library, Sylvia 284
 Pittsburgh City Paper 151
 Pix International 284
 Pizer, Alyssa 439
 Planet 116
 Planning 178
 PLANS, Ltd. (Photo Libraries and
 News Services) 284
 Plantstock.com 285
 Plastics News 178
 Plastics Technology 178
 Playboy 117
 Playboy's Special Editions 117
 Players Magazine 117
 Poets & Writers Magazine 117
 PointBlank Agency 316
 Polaroid Transfer, Digital Infrared
 & Photoshop Workshops 454
 Police and Security News 178
 Police Magazine 179
 Police Times/Chief of Police 179

Polk Museum of Art 375
 Ponkawonka Inc. 285
 Popular Photography & Imaging 118
 Portal Publications, Ltd. 226
 Portfolio Graphics, Inc. 227
 Posey School 303
 Positive Images 286
 Posters International 227
 Powerline Magazine 179
 POZ Magazine 118
 Prague Summer Seminars 454
 Prairie Journal, The 118
 Prakapas Gallery 375
 Prakken Publications, Inc. 212
 Primavera 118
 Princeton Alumni Weekly 119
 Print Center, The 375
 Proceedings 179
 Professional Photographer 180
 Professional Photographer's Society of New York State Photo Workshops 454
 Professional Photography at Daytona Beach Community College 454
 Progressive, The 119
 Progressive Rentals 180
 Project Competition, The 430
 ProStar Publications Inc. 212
 Public Power 180
 Pucker Gallery 375
 Pump House Center for the Arts 375
 Pungo Strawberry Festival 401
 Purestock 286
 Pyrenees Exposures 456

Q

QSR 181
 Quaker Arts Festival 394
 Qually & Company, Inc. 310
 Quarto Publishing Plc. 213
 Queens College Art Center 376
 Quetico Photo Tours 456

Quick Frozen Foods International 181

R

Racquetball Magazine 119
 Rafelman Fine Arts, Marcia 376
 Railmodel Journal 119
 Rainbow 286
 Ralls Collection Inc., The 376
 Rangefinder, The 181
 Ranger Rick 120
 Rattlesnake Roundup 401
 Reading Today 181
 Recommend Magazine 182
 Recycled Paper Greetings, Inc. 227
 Red Hots Entertainment 316
 Redmond Design, Patrick 310
 Referee 182
 Reform Judaism 120
 Registered Rep. 182
 Reiman Media Group, Inc. 213, 228
 Relay Magazine 183
 Reminisce 120
 Remodeling 183
 Rental Management 183
 Restaurant Hospitality 183
 Retailers Forum 184
 Revolutionary War Tracks 120
 Rex USA Ltd. 287
 Rhode Island Monthly 121
 Rhode Island State Council on the Arts Fellowships 430
 Rich Wildlife Photography Tours, Jeffrey 456
 Rigby Education 213
 Rights International Group 228
 Riley Festival 410
 Riverbank Cheese & Wine Exposition 419
 Riverfront Market 401
 Riverside Art Festival 401
 Roanoker, The 121
 Robertstock 287
 Rochester Contemporary 376
 Rockford Review 121

Rocky Mountain Field Seminars
456
Roggen Advertising and Public Re-
lations, Ted 317
Roland Group Inc., The 439
Rolling Stone 121
RoMa Stock 287
Rotarian, The 122
Rotunda Gallery, The 376
Royal Oak Outdoor Art Fair 410
Rugby Magazine 122
Running Press Book Publishers 213
Rural Heritage 122
Russian Life Magazine 123

S

Saco Sidewalk Art Festival 394
Sail Magazine 123
Sailing 123
Sailing World 123
Saks Associates, Arnold 303
Salt Water Sportsman 124
San Diego Art Institute's Museum
of the Living Artist 377
Sander, Vicki/Folio Forums 439
Sandlapper Magazine 124
Sandy Springs Festival 401
Sanghavi Enterprises Pvt. Ltd. 228
Santa Barbara Magazine 124
Santa Cali Gon Days Festival 420
Santa Fe Workshops 456
Santoro Graphics Ltd. 228
Schecterson Associates, Jack 303
Schlumberger Gallery 377
Schmidt Art Center, William & Flor-
ence 377
Schmidt Design, Henry 319
Schmidt/Dean Spruce 377
Scholastic Library Publishing 214
Scholastic Magazines 124
School Guide Publications 214
Science Scope 184
Scientific American 125
Scrap 184
Sea 125
Seas Scuba Expo Photo Contest 430
Second Street Gallery 377
Security Dealer 184
Select Art 378
Sellers Ozark Photography Work-
shop/Field Trip, Barney 456
Selling Your Photography 456
sellphotos.com 456
Sentient Publications, LLC 214
Seventeen Magazine 125
Sexton Photography Workshops,
John 458
Shapiro Gallery 378
Sharing the Victory 125
Shell Photo Workshops, Bob 458
Shenandoah Photographic Work-
shops 458
Shine Brightly 126
Shooting Sports USA 126
Shots 126
Showcase School of Photography,
The 458
Sidewalk Art Mart 422
Sidewalk Art Show 402
Sierra Madre Wistoria Festival 420
Silver Image Photo Agency, Inc.
288
Silver Moon Press 215
Singular Image, The 430
Skipping Stones 127
Skyscan Photolibrary 288
Small Business Times 185
Smith Memorial Fund, Inc., W.
Eugene 430
Smithsonian 127
Smithville Fiddlers' Jamboree and
Craft Festival 402
Soho Myriad 378
Solano Avenue Stroll 420
Soundlight 306
South Dakota Art Museum 378
SouthComm Publishing Company,
Inc. 127
Southeast Museum of Photography
at Daytona Beach Community
College 458
Southern Boating 128

Seas Scuba Expo Photo Contest 430

- Southside Gallery 378
 Southwest Airlines Spirit 128
 SpecialLiving 128
 Specialty Travel Index 185
 Spectrum Pictures 288
 Speedway Illustrated 129
 Spencer Gifts, LLC 229
 SPFX: Special Effects Magazine 129
 Sport Fishing 129
 Sports Illustrated 129
 Sports Photography Workshop:
 Colorado Springs, CO 458
 SportsCar 129
 Sportslight Photo 289
 Spring Thing Arts & Crafts Show,
 The 422
 Springfest 402
 Springfest and Septemberfest 394
 Springfield! Magazine 130
 SRO Photo Gallery at Landmark
 Arts 379
 St. George Art Festival 420
 St. James Court Art Show 410
 St. Patrick's Day Craft Sale and Fall
 Craft Sale 410
 Stack & Associates, Inc., Tom 289
 State Museum of Pennsylvania,
 The 379
 State of the Art 379
 State Street Gallery 379
 Steele Gallery, Philip J. 379
 Steppin' Out 402
 Stickman Review 130
 Still Media 290
 Stillwater Arts & Heritage Festival
 420
 Stock Foundry Images 290
 Stock Options® 291
 Stock Pipe Line 291
 Stock Transparency Services/
 STSimages 291
 StockFood GmbH (The Food Image
 Agency) 292
 StockMedia.net 292
 Stockyard Photos 293
 Stone Arch Festival of the Arts 410
 Strang Communications Company
 215
 Strategic Finance 185
 Strawberry Festival 422
 Strawberry Junction Arts & Crafts
 Show 420
 Street Faire at the Lakes 410
 Streetpeople's Weekly News 152
 Studio: An Alternative Space for
 Contemporary Art, The 380
 Subiaco Abbey Art Fair 402
 sub-TERRAIN Magazine 130
 Successful Meetings 185
 Summer Arts and Crafts Festival
 411
 Summer Craft Show 394
 Summerfair 411
 Summit Photographic Workshops
 458
 Sun Fest, Inc. 421
 Sun 152
 Sun, The 130
 Sunday Post, The 153
 Sun.Ergos 319
 Superstock Inc. 293
 Surface Magazine 131
 Surfing Magazine 131
 Surgical Technologist, The 185
 Synchronicity Fine Arts 380
 Synergistic Visions Workshops 458
 Syracuse Arts & Crafts Festival 394
 Syracuse Cultural Workers 229
 Syracuse New Times 153
- T**
- Take a Photographic Journey of a
 Lifetime 458
 Take Stock Inc. 293
 Talli's Fine Art 380
 Tarpon Springs Fine Arts Festival
 402
 Taste for Life 131
 Taube Museum of Art, Lillian &
 Coleman 380
 Taylor County Fair Photo Contest
 430

Teen Light 132
 Teldon 230
 Tennis Week 132
 Texas Gardener Magazine 132
 Texas Highways 132
 Texas Monthly 133
 Texas Photographic Society, The
 National Competition 430
 Texas Poetry Journal 133
 Texas Realtor Magazine 186
 Textile Rental Magazine 186
 Thayer Galleries at the Fox, Jill 381
 THEMA 133
 Thin Air Magazine 134
 Thompson Art Gallery, Natalie and
 James 381
 Thoroughbred Times 186
 Threefoot Art Festival & Chili Cook-
 off 403
 Throckmorton Fine Art 381
 Tide Magazine 134
 Tide-Mark Press 230
 Tikkun 134
 Tilbury House Publishers 215
 Tilles Arts & Craft Festival 421
 TIME 134
 Timecast Productions 293
 Times of the Islands 134
 TM Enterprises 440
 Tobacco International 186
 Tobol Group, Inc. 303
 Today's Photographer Interna-
 tional 135
 Top Producer 186
 Top Stock 294
 Toronto Sun Publishing 153
 Total 911 135
 Touchstone Gallery 381
 Toward Freedom 135
 Track & Field News 135
 Trail Runner 136
 Trailer Boats Magazine 136
 Trails Media Group 230
 Transitions Abroad 136
 Travel Images 459
 Travel Ink Photo Library 294

Travel + Leisure 137
 Traveller 137
 Travelworld International Maga-
 zine 137
 Tree Care Industry 187
 TRH Pictures 294
 Tri-Art Gallery 382
 Tricycle 137
 Tricycle Press 215
 Triumph World 138
 Tropix Photo Library 295
 Truppe, Doug 440
 Tulip Festival Street Fair 423
 Tulsa International Mayfest 421
 Turkey & Turkey Hunting 138
 Turkey Call 138
 Turner Carroll Gallery 382
 TV Guide 138
 Tyndale House Publishers 215

U

UCR/California Museum of Pho-
 tography 382
 Underground Construction 187
 UNI Gallery of Art 382
 Unicorn Stock Photos 295
 Union Street Gallery 383
 United Auto Workers (UAW) 187
 University Art Gallery in the D.W.
 Williams Art Center 383
 University of Kentucky Art Mu-
 seum 383
 University of Richmond Museums
 383
 Unlimited Editions International
 Juried Photography Competi-
 tions 431
 Untitled [ArtSpace] 383
 Up and Under 138
 Up Here 139
 Upstream Gallery 384
 Upstream People Gallery 384
 Urban Institute for Contemporary
 Arts 384

V

Van Os Photo Safaris, Inc., Joseph 459
 Vanity Fair 139
 VeloNews 153
 Ventura County Reporter 154
 Vermont Life 139
 Veterinary Economics 187
 Victorian Chautauqua, A 411
 Victory Productions 216
 Video I-D, Inc. 310
 Vienna Arts Society Art Center 384
 Viewfinders 296
 Villa Julie College Gallery 384
 Village Profile 140
 Vintage Books 216
 VIREO (Visual Resources for Ornithology) 296
 Virginia Center for the Creative Arts 459
 Viridian Artists, Inc. 385
 Vision Quest Photo Workshop Center 459
 Visitor's Choice Magazine 216
 Vista 140
 Visual & Written 296
 Visual Artistry & Field Mentorship Photography Workshop Series 459
 Visual Arts Center of Northwest Florida 385
 Visual Arts Gallery 385
 Voyageur Press 216

W

Wailoa Center Gallery, The 385
 War Cry, The 140
 Warne Marketing & Communications 319
 Warner Books 217
 Washington Blade, The 154
 Washington County Museum of Fine Arts 386
 Washington Square Outdoor Art Exhibit 394
 Washington Trails 141

Water Skier, The 141
 Water Well Journal 188
 Watercraft World 141
 WaterSki 141
 Watertown Public Opinion 154
 Waterway Guide 142
 Waveland Press, Inc. 217
 WaveLength Magazine 142
 Weinstein Gallery 386
 Welcome to My World Photography Competition 403
 West Suburban Living Magazine 142
 Western Horseman 142
 Western Outdoors 142
 Western Producer, The 154
 Westmoreland Art Nationals 395
 Weston Fine Art, Edward 386
 Wfm: Woodmen of the World Fraternal Magazine 143
 Whelden Memorial Library Photo Contest 431
 Whisper in the Woods Nature Journal 143
 White Canvas Gallery 386
 White Gallery—Portland State University 387
 White Oak Crafts Fair 403
 White Productions, Inc., Dana 317
 Whitefish Arts Festival 423
 Whole Life Times 143
 Wholesaler, The 188
 Wickiser Gallery, Walter 387
 Wild Wind Folk Art & Craft Festival 395
 Wild Wings Photo Adventures 459
 Wilderness Alaska 459
 Wilderness Photography Expeditions 459
 Wildlife Photography Seminar 460
 Wildlight Photo Agency 297
 Wiley Group, The 440
 Wilshire Book Company 217
 Windigo Images 297
 Wine & Spirits 144
 WinnebagoLand Art Fair 411

Winslow Photo, Inc., Robert 460
 Wisconsin Architect 188
 Wisconsin Snowmobile News 144
 Wisconsin Union Galleries 387
 Woman Engineer 188
 Women & Their Work Art Space
 387
 Women's Center Art Gallery 387
 Women's Health Group 217
 Woodshop News 189
 Woodstock Photography Work-
 shops 460
 Worcester Polytechnic Institute
 304
 World Fine Art Gallery 388
 World Pictures 297
 World Religions Photo Library 298
 World Sports & Entertainment 144
 World Tobacco 189
 Writer's Digest 144
 WRITERS' Journal 189

WRITERS' Journal Photo Contest
 431
 Wurlitzer Foundation of New Mex-
 ico, The Helene 460
 Wyoming Companion Magazine,
 The 145

Y

Yachting Magazine 145
 Yale Robbins Publications, LLC 189
 Yankee Magazine 145
 Yellowstone Association Institute
 460
 Yeshiva University Museum 388
 Yosemite Outdoor Adventures 460
 Your Best Shot 431
 Youth Runner Magazine 145

Z

Zahn & Associates, Spencer 304
 Zakis Photographer, Aivars 460
 Zenith Gallery 388
 Zionsville County Market 411
 Zolan Fine Arts, LLC 231

More great resources from *Writer's Digest Books!*

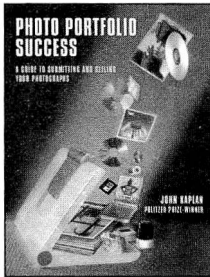


Photo Portfolio Success—With informed advice from award-winning photographers, agents, photo buyers and art directors, Pulitzer Prize-winner John Kaplan immerses photographers in the strategies and standards they need to get noticed.

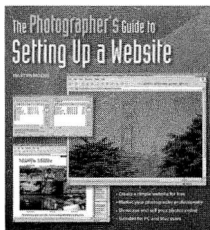
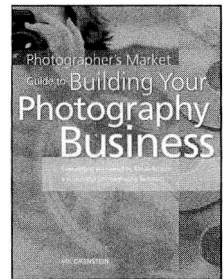
ISBN-13: 978-1-58297-210-7

ISBN-10: 1-58297-210-9, *paperback*, 160 pages, 200 color photos, \$27.99, #10861

Photographer's Market Guide to Building Your Photography Business—Vik Orenstein offers sound, practical advice on business basics, such as developing a marketing plan, building a clientele, pricing, carving out a niche, networking, and maintaining creative fulfillment.

ISBN-13: 978-1-58297-264-0

ISBN-10: 1-58297-264-8, *paperback*, 320 pages, 75 b&w photos, \$18.99, #10911



The Photographer's Guide to Setting up a Web Site—Martyn Monroe shows photographers how to set up a basic Web site for free and provides more advanced photographers with the information they need to create a professional Web site while avoiding potential pitfalls.

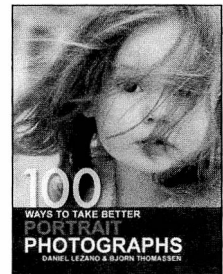
ISBN-13: 978-0-7153-2092-1

ISBN-10: 0-7153-2092-0, *paperback*, 144 pages, 200 color photos, \$24.99, #41818

100 Ways to Take Better Portrait Photographs—This reference guide to portrait photography offers inspirational techniques for digital and film photographers of all skill levels. Bjorn Thomassen and Daniel Lezano provide practical advice on many aspects of portraiture: composition and posing; outdoor and studio portraits; fashion, glamour and beauty shots; and group portraits for family, corporate and business.

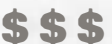
ISBN-13: 978-0-7153-2325-0

ISBN-10: 0-7153-2325-3, *paperback*, 160 pages, 100 color photos, \$24.99, #41875



*These and other fine Writer's Digest Books are available
at your local bookstore or online supplier.*

KEY TO SYMBOLS

-  market new to this edition
-  Canadian market
-  international market
-  accepts submissions in digital format
-  audiovisual market
-  buyer uses only images created on assignment
-  buyer uses only stock images
-  pays \$1-150 average per photo
-  pays \$151-750 average per photo
-  pays \$751-1,500 average per photo
-  pays more than \$1,500 average per photo
-  encourages beginning or unpublished photographers to submit work for consideration; publishes new photographers; may pay only in copies or have a low pay rate.
-  accepts outstanding work from beginning and established photographers; expects a high level of professionalism from all photographers
-  hard to break into; publishes mostly previously published photographers; may pay at the top of the scale.
-  closed to unsolicited submissions
-  this art fair is a juried event: a juror or committee of jurors views applicants' work and selects those whose work fits within the guidelines of the event

(For definitions of words and expressions relating specifically to the photographic industry, see Glossary in the back of this book.)

Build a successful photography career

If you want to sell your photos, the 2007 *Photographer's Market* is the resource you'll need to find the markets that are right for you. Magazines, book publishers, greeting cards, stock agencies, advertising firms, galleries, art fairs, contests and more—1,800 markets to explore. They're all in here, along with up-to-date information on how to:

- Start and run a photography business, including how to find clients, who to contact to submit your photos, and what types of photos they need
- Submit your photos, whether you shoot digital or film, including what formats and sizes photo buyers require
- Successfully meet your clients' needs, including advice from portrait photographer **Bobbi Lane** and lifestyle photographer **Sean Arbabi**
- Sell your fine art photographs through galleries and art fairs

For 30 years, photographers have turned to *Photographer's Market* to boost their careers and inspire them to ever-greater success. Let this trusted resource help you reach your goals.

\$\$\$ OUTDOOR AMERICA

Izaak Walton League of America, 707 Conservation Lane, Gaithersburg, MD 20878-2983. (301)548-0150. Fax: (301)548-9409. E-mail: oa@iwl.org. Web site: www.iwl.org/oa. Contact: Jason McGarvey, editorial director. Art Director: Jay Clark. Circ. 40,000. Estab. 1922. Published quarterly. Covers conservation topics, from clean air and water to public lands, fisheries and wildlife. Also focuses on outdoor recreation issues and covers conservation-related accomplishments of the League's membership.

Needs Needs vertical wildlife photos or shots of campers, boaters, anglers, hunters and other traditional outdoor recreationists for cover. Reviews photos with or without a manuscript. Model release required. Photo captions preferred; include date taken, model info, location and species.

Specs Uses 35mm, 6x9 transparencies or negatives. Accepts images in digital format. Send via CD, Zip, e-mail as TIFF, EPS, JPEG files at 300 dpi.

Making Contact & Terms Send query letter with résumé, stock list. "Tear sheets and nonreturnable samples only. Not responsible for return of unsolicited material." Simultaneous submissions and previously published work OK. Pays \$500 and up for cover; \$50-600 for inside. Pays on acceptance. Credit line given. Buys one-time rights and occasionally Web rights.

Tips "We prefer the unusual shot—new perspectives on familiar objects or subjects. We occasionally assign work. Approximately one half of the magazine's photos are from freelance sources."

EASY-TO-USE
REFERENCE
ICONS

DETAILED
SUBMISSION
GUIDELINES

TIPS FROM
PHOTO BUYERS

E-MAIL
ADDRESSES
AND WEB SITES

SPECIFIC
CONTACT
NAMES

DIGITAL & FILM
FORMATS USED

HOW MUCH
THEY PAY

PRICE

\$26.99

2007 PHOTOGRAPHERS MARKET



POEHNER D02811 Photog Hist
8396603 0P 3 04/06/07 WRTT
703-DAB 000338747

H069

...t.com to sign up for a
...s other useful features.

US \$26.99
Z0087 (CAN \$34.99)

ISBN-13: 978-1-58297-428-6
ISBN-10: 1-58297-428-4



9 781582 974286